MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

EFFECTS OF RECESSION MORE EVIDENT IN SEPTEMBER FOR COMMERCIAL HEAT TREATERS - WITH BILLINGS DOWN 29.0%

The billings of the 202 commercial heat treaters reporting to the Metal Treating Insitute dropped $10.6 million in September 1982, compared with September 1981. Billings slipped from $36.6 million for September 1981 to $26.0 million for September 1982....a decrease of 29.0%.

Billings for the first nine months continued on the down-side by 11.2%. Billings through September amounted to $280.9 million compared with $316.4 million for the similar period of 1981....down $35.5 million.

A summary of percentage changes by geographic regions follows:

	Month of September	Year to-date
DIST. 1 NEW ENGLAND (MA-RI-CN)	- 2.3	- 3.8
DIST. 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 14.2	- 6.5
DIST. 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 27.5	- 12.6
DIST. 4 MICHIGAN	- 27.1	- 15.9
DIST. 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 34.5	- 12.5
DIST. 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 38.4	- 18.0
DIST. 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 21.4	- 9.0
DIST. 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 46.6	- 3.7

METAL TREATING INSTITUTE

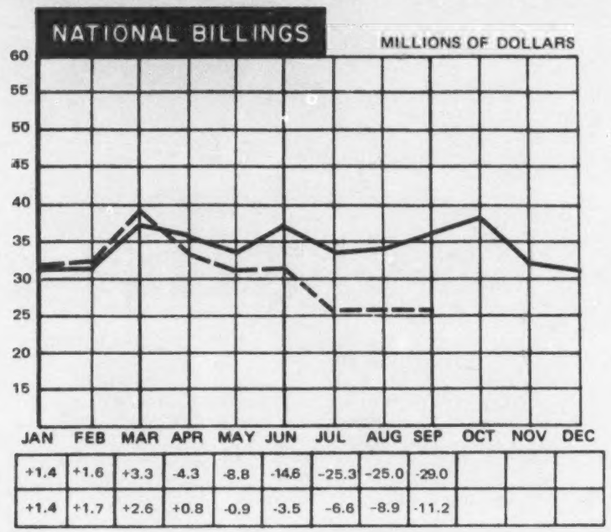
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

SEPTEMBER 1982

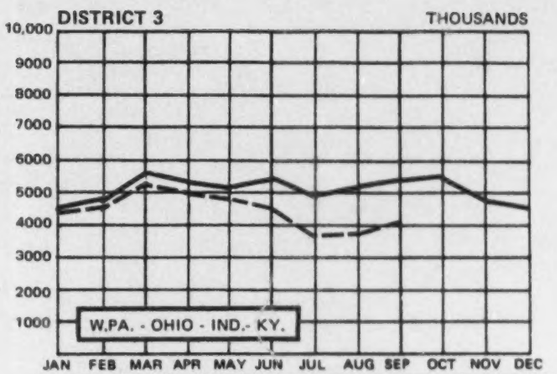
	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1981	1982	1981	1982	%	1981	1982
TOTAL	278	202	202	36,603.5	26,000.1	-29.0	100	100
DIST. 1	16	13	13	1,560.5	1,525.2	- 2.3	4.3	5.9
DIST. 2	37	30	30	4,973.4	4,266.9	-14.2	13.6	16.4
DIST. 3	53	39	39	5,558.3	4,029.0	-27.5	15.2	15.5
DIST. 4	32	27	27	4,779.6	3,483.6	-27.1	13.1	13.4
DIST. 5	18	11	11	1,296.4	849.0	-34.5	3.5	3.3
DIST. 6	47	33	33	7,913.4	4,875.9	-38.4	21.6	18.7
DIST. 7	38	25	25	5,354.3	4,210.8	-21.4	14.6	16.2
DIST. 8	26	24	24	5,167.6	2,759.7	-46.6	14.1	10.6
FOREIGN	11							

BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1981	1982	%	1981	1982
316,390.1	280,933.7	-11.2	100	100
13,503.8	12,985.0	- 3.8	4.3	4.6
42,718.4	39,936.9	- 6.5	13.5	14.2
47,314.6	41,330.1	-12.6	15.0	14.7
41,859.0	35,190.9	-15.9	13.2	12.5
10,959.7	9,590.5	-12.5	3.5	3.4
67,256.1	55,126.5	-18.0	21.2	19.6
48,399.5	44,021.2	- 9.0	15.3	15.8
44,379.0	42,752.6	- 3.7	14.0	15.2

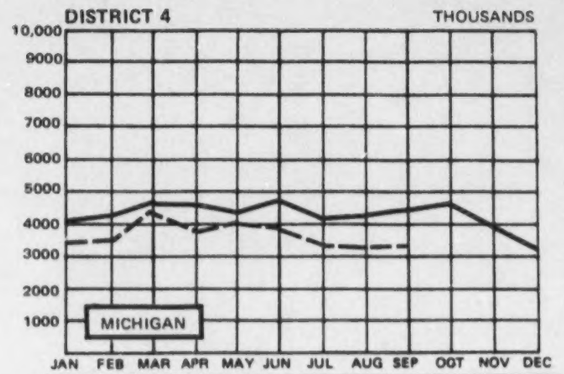


GAIN OR *LOSS*
MONTHLY
% CHANGE
CUMULATIVE

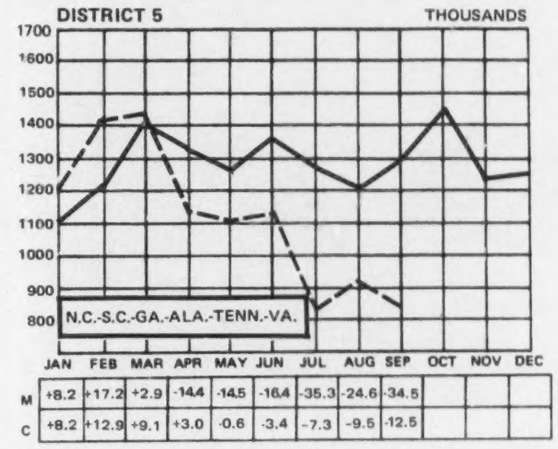
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+1.4	+1.6	+3.3	-4.3	-8.8	-14.6	-25.3	-25.0	-29.0			
C	+1.4	+1.7	+2.6	+0.8	-0.9	-3.5	-6.6	-8.9	-11.2			



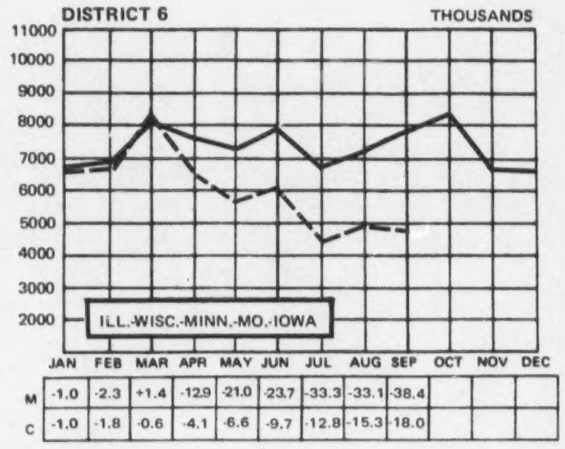
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-0.3	-3.2	-4.3	-7.6	-7.1	-15.6	-23.8	-26.1	-27.5			
C	-0.3	-0.7	-1.5	-3.1	-3.9	-6.5	-8.9	-11.0	-12.6			



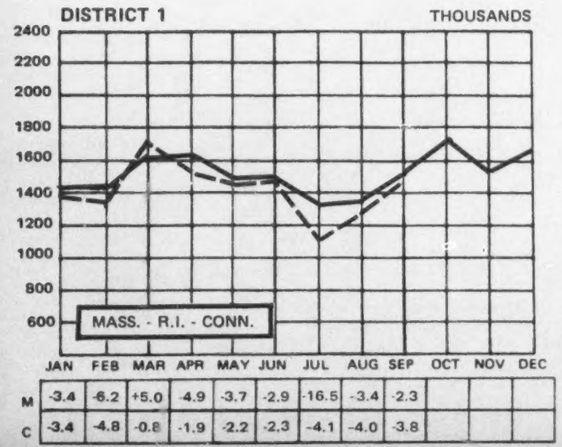
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.8	-13.4	-7.7	-13.7	-6.9	-16.2	-20.1	-20.8	-27.1			
C	-9.8	-11.6	-10.4	-11.3	-10.2	-11.7	-13.5	-14.4	-15.9			



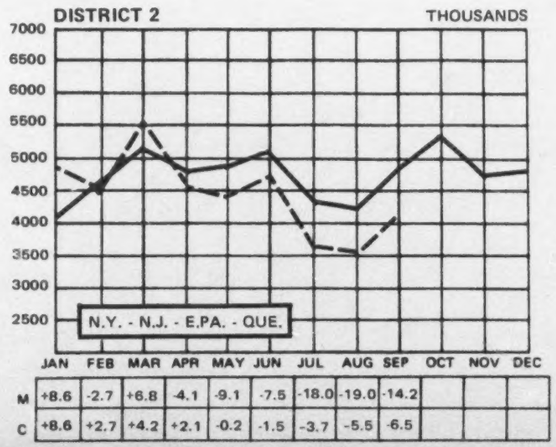
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.2	+17.2	+2.9	-14.4	-14.5	-16.4	-35.3	-24.6	-34.5			
C	+8.2	+12.9	+9.1	+3.0	-0.6	-3.4	-7.3	-9.5	-12.5			



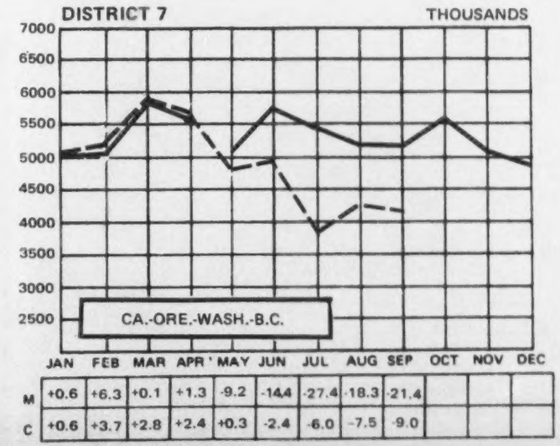
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-1.0	-2.3	+1.4	-12.9	-21.0	-23.7	-33.3	-33.1	-38.4			
C	-1.0	-1.8	-0.6	-4.1	-6.6	-9.7	-12.8	-15.3	-18.0			



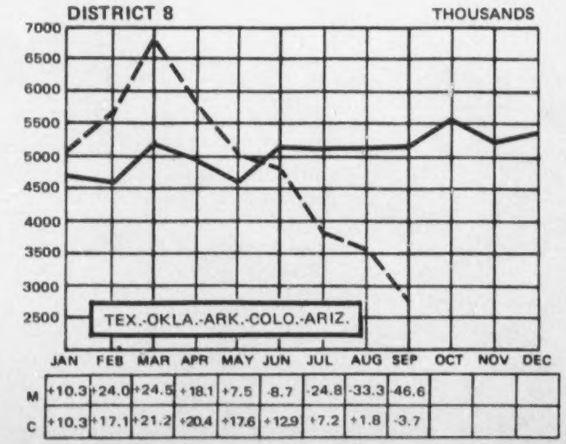
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-3.4	-6.2	+5.0	-4.9	-3.7	-2.9	-16.5	-3.4	-2.3			
C	-3.4	-4.8	-0.8	-1.9	-2.2	-2.3	-4.1	-4.0	-3.8			



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.6	-2.7	+6.8	-4.1	-9.1	-7.5	-18.0	-19.0	-14.2			
C	+8.6	+2.7	+4.2	+2.1	-0.2	-1.5	-3.7	-5.5	-6.5			



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+0.6	+6.3	+0.1	+1.3	-9.2	-14.4	-27.4	-18.3	-21.4			
C	+0.6	+3.7	+2.8	+2.4	+0.3	-2.4	-6.0	-7.5	-9.0			



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+10.3	+24.0	+24.5	+18.1	+7.5	-8.7	-24.8	-33.3	-46.6			
C	+10.3	+17.1	+21.2	+20.4	+17.6	+12.9	+7.2	+1.8	-3.7			

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FOR RELEASE: IMMEDIATELY

OCTOBER SALES FOR COMMERCIAL HEAT TREATERS TAKE A PLUNGE-

DOWN 33.8%

Sales for October 1982 amounted to $25.4 million as compared to $38.3 million for October 1981 - down a whopping 33.8% - or $12.9 million. This is the largest monthly decline in sales this year on a comparison basis.

For the 10-month period ending October 1982 sales were $308 million compared to $355.8 million for the same period of 1981 - down $47.8 million - or 13.4%.

A summary of percentage changes by geographic regions follows:

	Month of October	Year to-date
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 12.6	- 3.1
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 23.6	- 8.4
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 29.2	- 14.0
DISTRICT 4 MICHIGAN	- 29.9	- 17.4
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 33.2	- 14.8
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 41.6	- 20.5
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 28.7	- 10.9
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 53.0	- 9.1

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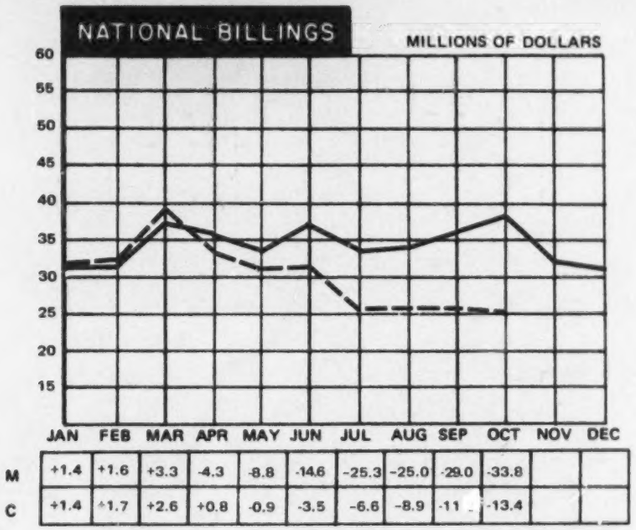
ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

OCTOBER 1982

	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1981	1982	1981	1982	%	1981	1982
TOTAL	275	202	202	38,339.8	25,362.4	-33.8	100	100
DIST. 1	16	14	14	1,924.2	1,682.4	-12.6	5.0	6.7
DIST. 2	37	30	30	5,317.0	4,062.0	-23.6	13.9	16.0
DIST. 3	52	38	38	5,569.9	3,943.3	-29.2	14.5	15.5
DIST. 4	32	27	27	4,855.6	3,404.7	-29.9	12.6	13.4
DIST. 5	17	11	11	1,369.6	915.3	-33.2	3.6	3.6
DIST. 6	47	34	34	8,198.5	4,787.1	-41.6	21.4	18.9
DIST. 7	37	24	24	5,550.2	3,954.4	-28.7	14.5	15.6
DIST. 8	26	24	24	5,554.8	2,613.2	-53.0	14.5	10.3
FOREIGN	11							

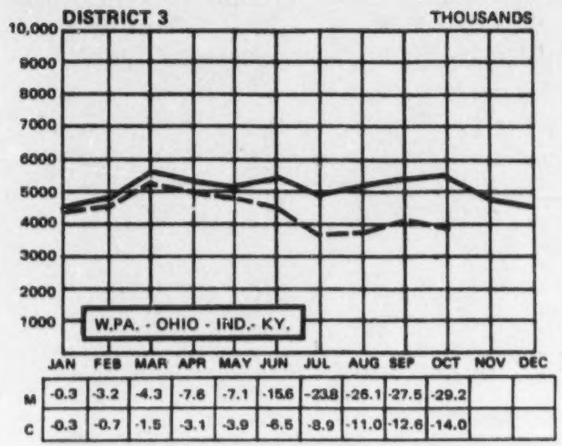
BILLINGS-TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1981	1982	%	1981	1982
355,818.7	307,955.5	-13.4	100	100
17,031.0	16,494.7	- 3.1	4.9	5.4
48,035.4	43,998.9	- 8.4	13.5	14.3
52,062.9	44,771.8	-14.0	14.6	14.5
46,714.6	38,595.6	-17.4	13.1	12.5
12,329.3	10,505.8	-14.8	3.5	3.4
76,203.1	60,553.5	-20.5	21.4	19.7
53,508.6	47,669.3	-10.9	15.0	15.5
49,933.8	45,365.9	- 9.1	14.0	14.7



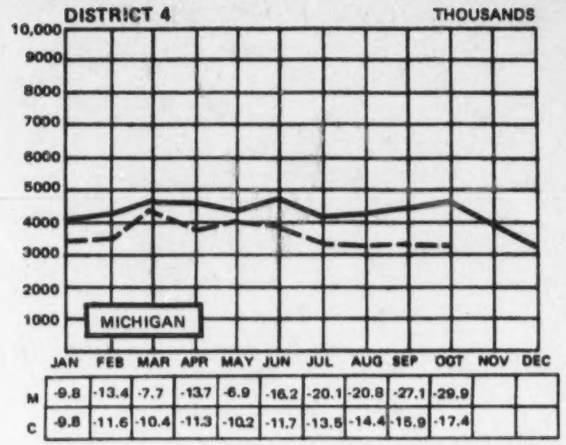
GAIN OR *LOSS*

% CHANGE

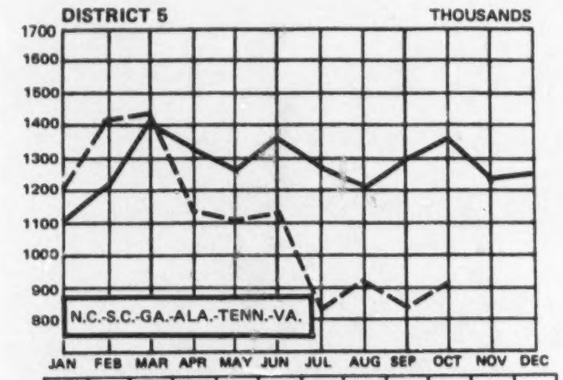
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
MONTHLY M	+1.4	+1.6	+3.3	-4.3	-8.8	-14.6	-25.3	-25.0	-29.0	-33.8		
CUMULATIVE C	+1.4	+1.7	+2.6	+0.8	-0.9	-3.5	-6.6	-8.9	-11	-13.4		



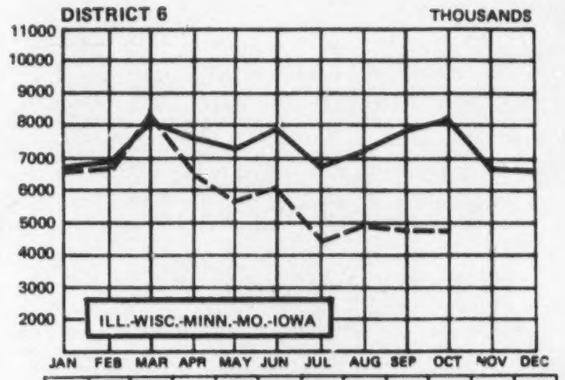
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-0.3	-3.2	-4.3	-7.6	-7.1	-15.6	-23.8	-26.1	-27.5	-29.2		
C	-0.3	-0.7	-1.5	-3.1	-3.9	-6.5	-8.9	-11.0	-12.6	-14.0		



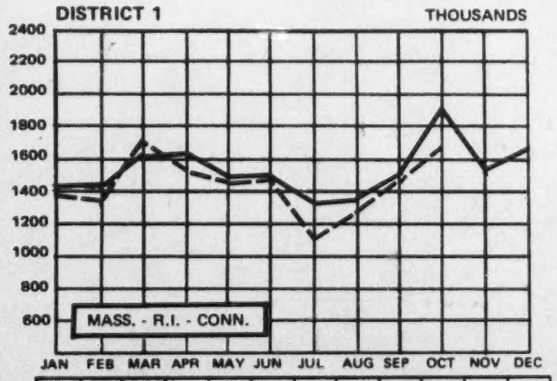
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.8	-13.4	-7.7	-13.7	-6.9	-16.2	-20.1	-20.8	-27.1	-29.9		
C	-9.8	-11.6	-10.4	-11.3	-10.2	-11.7	-13.5	-14.4	-15.9	-17.4		



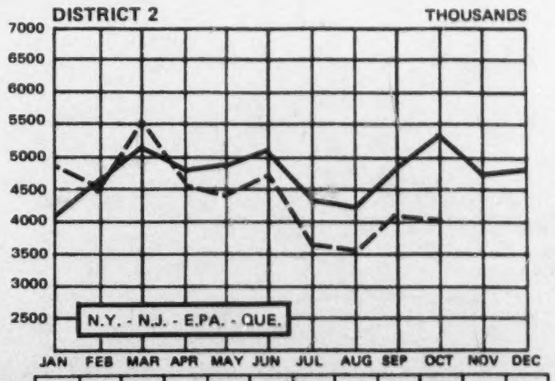
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.2	+17.2	+2.9	-14.4	-14.5	-16.4	-35.3	-24.6	-34.5	-33.2		
C	+8.2	+12.9	+9.1	+3.0	-0.6	-3.4	-7.3	-9.5	-12.5	-14.8		



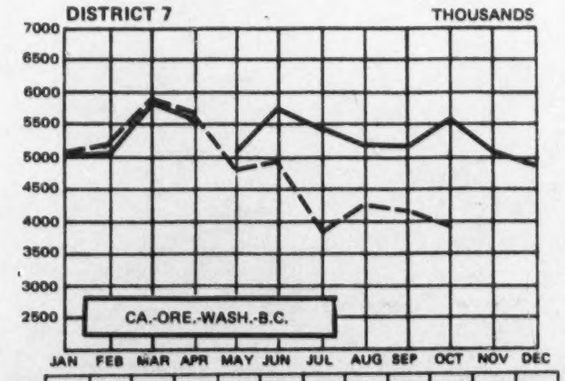
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-1.0	-2.3	+1.4	-12.9	-21.0	-23.7	-33.3	-33.1	-38.4	-41.6		
C	-1.0	-1.8	-0.6	-4.1	-6.6	-9.7	-12.8	-15.3	-18.0	-20.5		



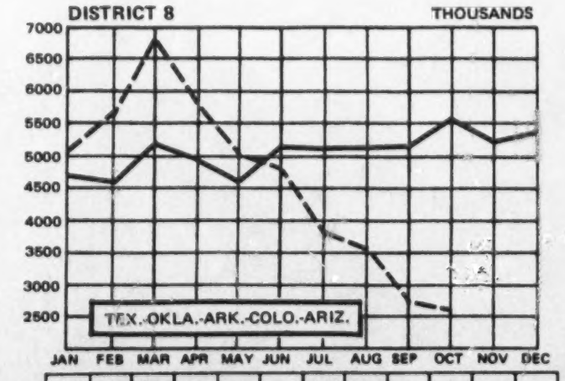
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-3.4	-6.2	+5.0	-4.9	-3.7	-2.9	-16.5	-3.4	-2.3	-12.6		
C	-3.4	-4.8	-0.8	-1.9	-2.2	-2.3	-4.1	-4.0	-3.8	-3.1		



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.6	-2.7	+6.8	-4.1	-9.1	-7.5	-18.0	-19.0	-14.2	-23.6		
C	+8.6	+2.7	+4.2	+2.1	-0.2	-1.5	-3.7	-5.5	-6.5	-8.4		



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+0.6	+6.3	+0.1	+1.3	-9.2	-14.4	-27.4	-18.3	-21.4	-28.7		
C	+0.6	+3.7	+2.8	+2.4	+0.3	-2.4	-6.0	-7.5	-9.0	-10.9		



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+10.3	+24.0	+24.5	+18.1	+7.5	-8.7	-24.8	-33.3	-46.6	-53.0		
C	+10.3	+17.1	+21.2	+20.4	+17.6	+12.9	+7.2	+1.8	-3.7	-9.1		

SEPT

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FAILING ECONOMY EVIDENT AS NOVEMBER 1982 SALES FOR COMMERCIAL HEAT TREATERS CONTINUE DOWNWARD TREND

Sales for November 1982 amounted to $23.2 million as compared to $33.3 million for November 1981 - a decrease of $10.1 million- or 30.3%.

However, sales for the 11-month period ending November 1982 are down 14.7% from the same period of 1981. For the 11-month period of 1982 sales amounted to $328.3 million as compared to $384.7 million for the same period of 1981.

A summary of percentage changes by geographic regions follows:

	Month of November	Year to-date
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 6.9	- 2.7
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 16.3	- 8.9
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 21.8	- 14.7
DISTRICT 4 MICHIGAN	- 24.4	- 16.5
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 26.6	- 15.8
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 35.9	- 21.8
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 26.1	- 12.2
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 59.4	- 13.9

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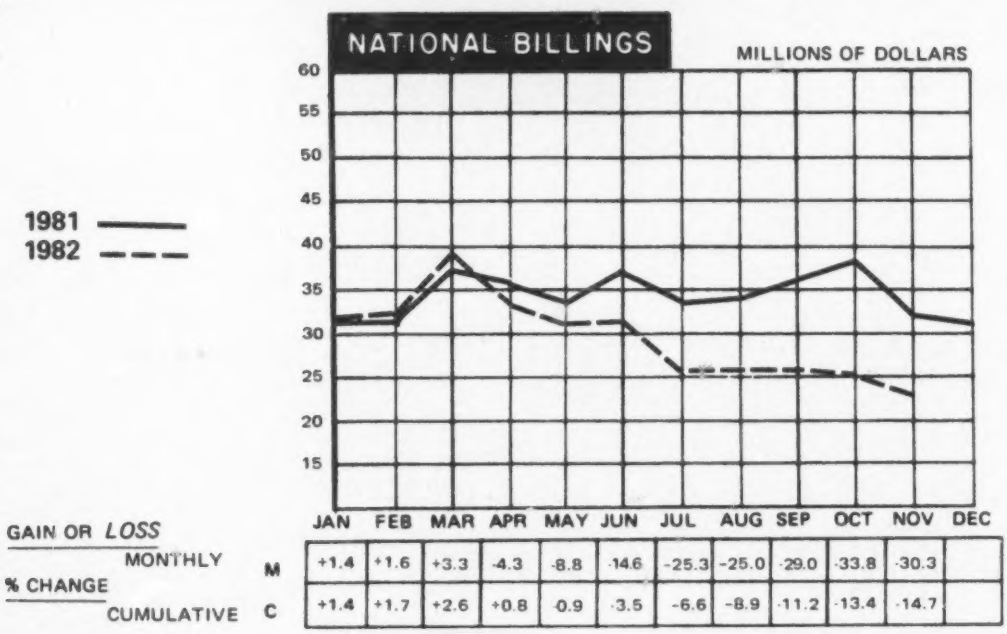
NOVEMBER 1982

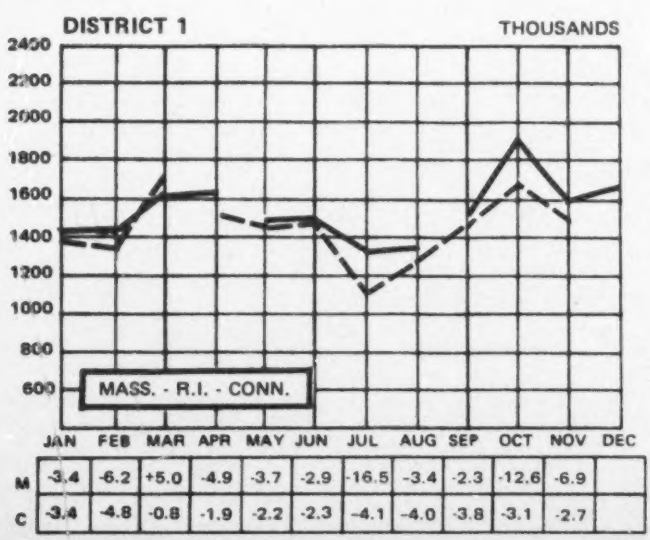
	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1981	1982	1981	1982	%	1981	1982
TOTAL	269	196	196	33,307.2	23,195.2	-30.3	100	100
DIST. 1	15	13	13	1,615.3	1,503.1	- 6.9	4.8	6.5
DIST. 2	36	29	29	4,615.4	3,862.7	-16.3	13.9	16.6
DIST. 3	52	38	38	4,826.5	3,775.5	-21.8	14.5	16.3
DIST. 4	30	25	25	3,897.2	2,945.6	-24.4	11.7	12.7
DIST. 5	17	11	11	1,174.5	862.2	-26.6	3.5	3.7
DIST. 6	47	34	34	6,980.9	4,472.0	-35.9	21.0	19.3
DIST. 7	35	22	22	4,914.1	3,630.2	-26.1	14.7	15.7
DIST. 8	26	24	24	5,283.3	2,143.9	-59.4	15.9	9.2
FOREIGN	11							

BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1981	1982	%	1981	1982
384,745.9	328,263.1	-14.7	100	100
17,964.6	17,476.3	- 2.7	4.7	5.3
52,112.4	47,455.6	- 8.9	13.5	14.4
56,889.4	48,547.2	-14.7	14.8	14.8
48,411.1	40,413.6	-16.5	12.6	12.3
13,503.8	11,368.0	-15.8	3.5	3.5
83,184.0	65,027.7	-21.8	21.6	19.8
57,463.6	50,464.9	-12.2	14.9	15.4
55,217.0	47,509.8	-13.9	14.4	14.5

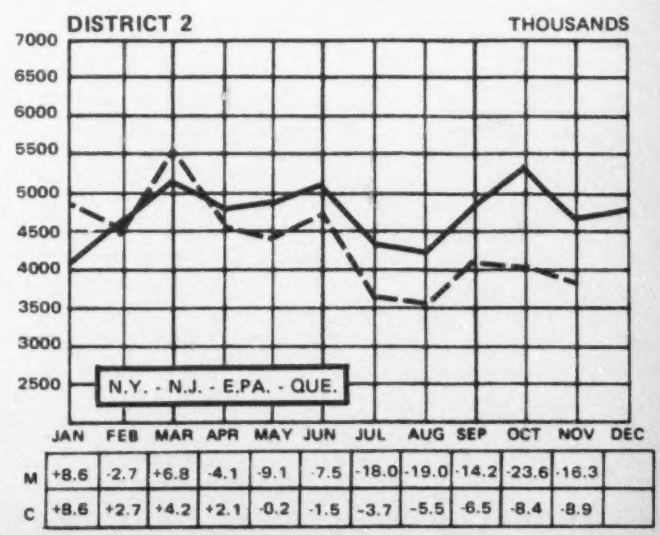


GAIN OR *LOSS*

% CHANGE		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
MONTHLY	M	+1.4	+1.6	+3.3	-4.3	-8.8	-14.6	-25.3	-25.0	-29.0	-33.8	-30.3	
CUMULATIVE	C	+1.4	+1.7	+2.6	+0.8	-0.9	-3.5	-6.6	-8.9	-11.2	-13.4	-14.7	



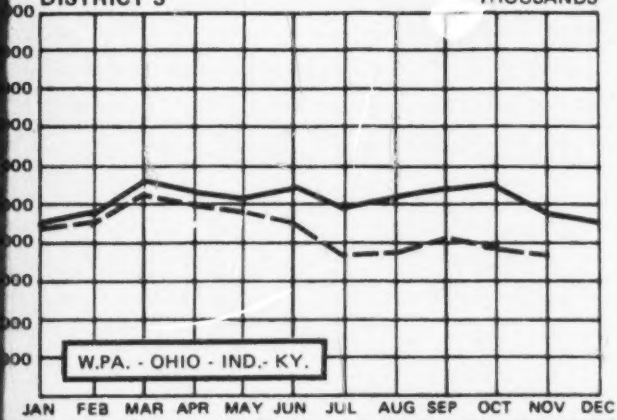
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-3.4	-6.2	+5.0	-4.9	-3.7	-2.9	-16.5	-3.4	-2.3	-12.6	-6.9	
C	-3.4	-4.8	-0.8	-1.9	-2.2	-2.3	-4.1	-4.0	-3.8	-3.1	-2.7	



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.6	-2.7	+6.8	-4.1	-9.1	-7.5	-18.0	-19.0	-14.2	-23.6	-16.3	
C	+8.6	+2.7	+4.2	+2.1	-0.2	-1.5	-3.7	-5.5	-6.5	-8.4	-8.9	

DISTRICT 3

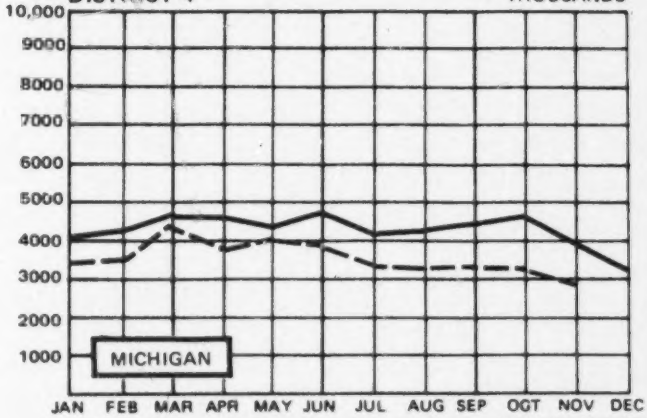
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-0.3	-3.2	-4.3	-7.6	-7.1	-15.6	-23.8	-26.1	-27.5	-29.2	-21.8	
C	-0.3	-0.7	-1.5	-3.1	-3.9	-6.5	-8.9	-11.0	-12.6	-14.0	-14.7	

DISTRICT 4

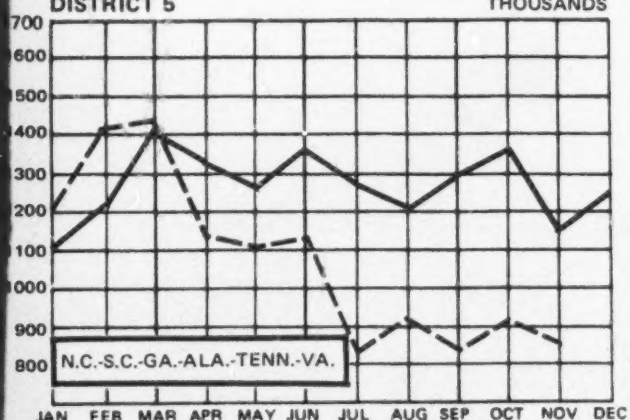
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.8	-13.4	-7.7	-13.7	-6.9	-16.2	-20.1	-20.8	-27.1	-29.9	-24.4	
C	-9.8	-11.6	-10.4	-11.3	-10.2	-11.7	-13.5	-14.4	-15.9	-17.4	-16.5	

DISTRICT 5

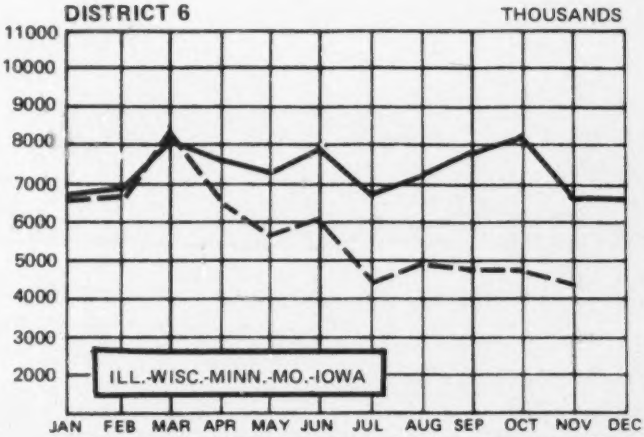
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.2	+17.2	+2.9	-14.4	-14.5	-16.4	-35.3	-24.6	-34.5	-33.2	-26.6	
C	+8.2	+12.9	+9.1	+3.0	-0.6	-3.4	-7.3	-9.5	-12.5	-14.8	-15.8	

DISTRICT 6

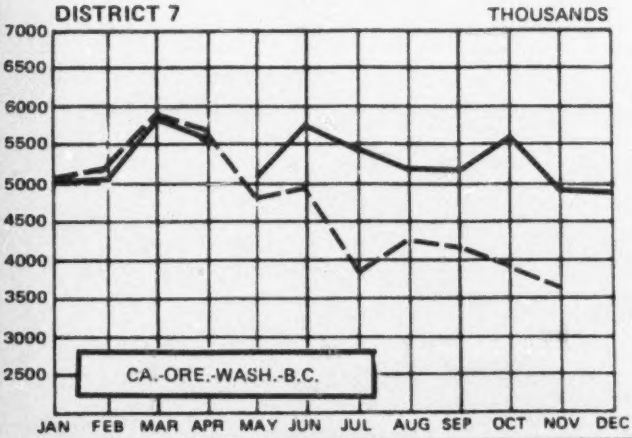
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-1.0	-2.3	+1.4	-12.9	-21.0	-23.7	-33.3	-33.1	-38.4	-41.6	-35.9	
C	-1.0	-1.8	-0.6	-4.1	-6.6	-9.7	-12.8	-15.3	-18.0	-20.5	-21.8	

DISTRICT 7

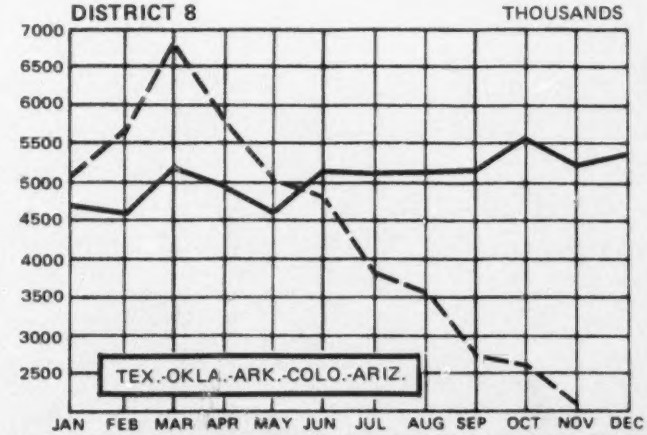
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+0.6	+6.3	+0.1	+1.3	-9.2	-14.4	-27.4	-18.3	-21.4	-28.7	-26.1	
C	+0.6	+3.7	+2.8	+2.4	+0.3	-2.4	-6.0	-7.5	-9.0	-10.9	-12.2	

DISTRICT 8

THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+10.3	+24.0	+24.5	+18.1	+7.5	-8.7	-24.8	-33.3	-46.6	-53.0	-59.4	
C	+10.3	+17.1	+21.2	+20.4	+17.6	+12.9	+7.2	+1.8	-3.7	-9.1	-13.9	

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

NATIONAL BILLINGS FOR MEMBERS OF METAL TREATING INSTITUTE SHOW STEADY DECLINE SINCE APRIL 1982.

Sales have continuously been on the downside since April, 1982.

Sales for December 1982 amounted to $21,143 million as compared to $32,576 million for December 1981 - a loss of 35.1%.

Sales for the 12-month period ending December 31, 1982 amounted to $349,406 million as compared to $417,322 million for the same period of 1981 - ending the year with a decline of 16.3%.

A summary of percentage changes by geographic regions follows:

	Month of December	Year 1982
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 20.7	- 4.2
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 25.8	- 10.3
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 27.7	- 15.6
DISTRICT 4 MICHIGAN	- 20.4	- 16.7
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 29.1	- 16.8
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 39.5	- 23.2
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 34.2	- 13.9
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 59.4	- 18.0

METAL TREATING INSTITUTE

1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

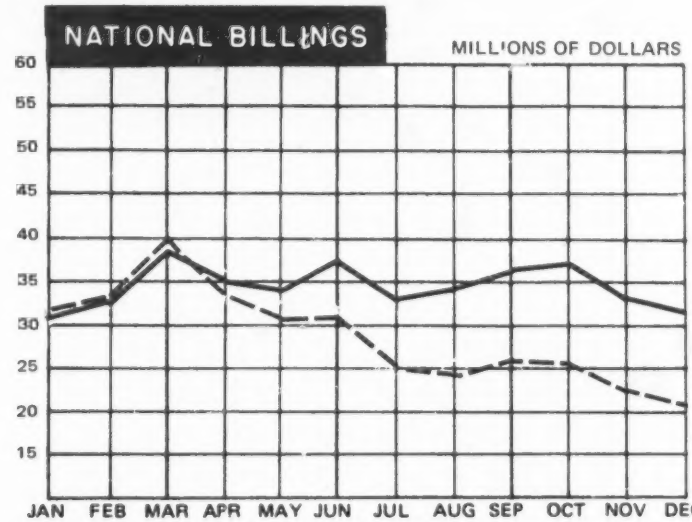
ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

DECEMBER 1982

	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1981	1982	1981	1982	%	1981	1982
TOTAL	269	196	196	32,576.0	21,142.5	-35.1	100	100
DIST. 1	15	13	13	1,615.8	1,281.3	-20.7	5.0	6.1
DIST. 2	36	29	29	4,764.9	3,533.1	-25.8	14.6	16.7
DIST. 3	52	38	38	4,695.7	3,394.6	-27.7	14.4	16.0
DIST. 4	30	25	25	3,249.2	2,586.4	-20.4	10.0	12.2
DIST. 5	17	11	11	1,121.5	795.5	-29.1	3.4	3.8
DIST. 6	47	34	34	6,907.8	4,176.0	-39.5	21.2	19.7
DIST. 7	35	22	22	4,873.9	3,204.6	-34.2	15.0	15.2
DIST. 8	26	24	24	5,347.2	2,171.0	-59.4	16.4	10.3
FOREIGN	11							

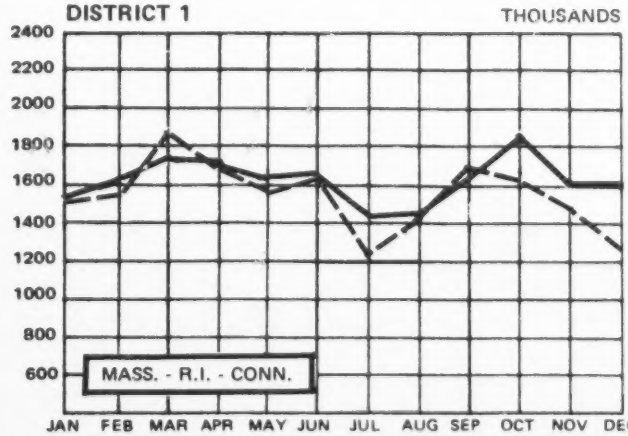
BILLINGS TO-DATE -IN THOUSANDS-			TO-DATE % OF BILLINGS	
1981	1982	%	1981	1982
417,321.9	349,405.6	-16.3	100	100
19,580.4	18,757.7	- 4.2	4.7	5.4
56,877.3	50,988.8	-10.3	13.6	14.6
61,585.2	51,941.9	-15.6	14.8	14.9
51,660.2	42,999.9	-16.7	12.4	12.3
14,625.3	12,163.5	-16.8	3.5	3.5
90,091.8	69,203.7	-23.2	21.6	19.8
62,337.5	53,669.5	-13.9	14.9	15.3
60,564.2	49,680.8	-18.0	14.5	14.2

NATIONAL BILLINGS



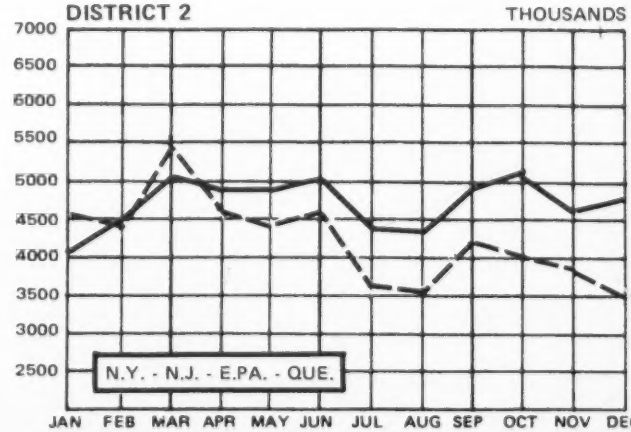
GAIN OR LOSS		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
MONTHLY	M	+2.5	+1.9	+3.7	-3.7	-9.0	-15.2	-25.2	-28.6	-28.7	-33.0	-29.4	-35.1
% CHANGE CUMULATIVE	C	+2.5	-3.5	-3.7	+1.1	-0.9	-3.3	-6.3	-8.6	-10.9	-13.3	-14.7	-16.3

DISTRICT 1



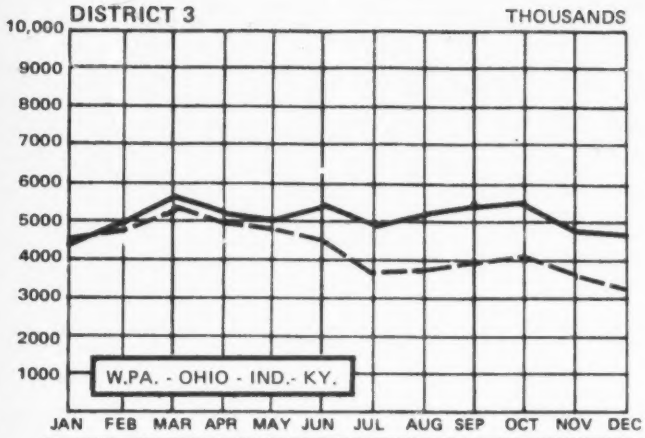
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-2.7	-3.3	+7.7	-0.1	-3.1	-1.6	-12.5	-0.2	+3.5	-11.4	-6.9	-20.7
C	-2.7	-3.0	+0.8	+0.6	-0.2	-0.4	-1.9	-1.7	-1.1	-2.3	-2.7	-4.2

DISTRICT 2



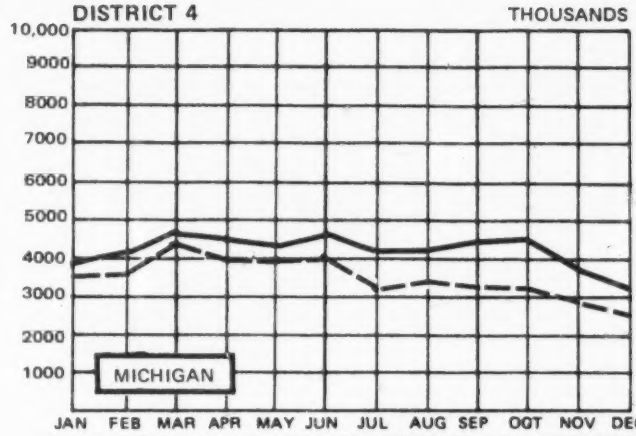
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+8.7	-2.4	+7.3	-3.9	-8.6	-7.3	-17.9	-18.8	-14.0	-23.7	-16.3	-25.8
C	+8.7	+2.9	+4.5	+2.4	+0.1	-1.2	-3.5	-5.3	-6.3	-8.2	-8.9	-10.3

DISTRICT 3



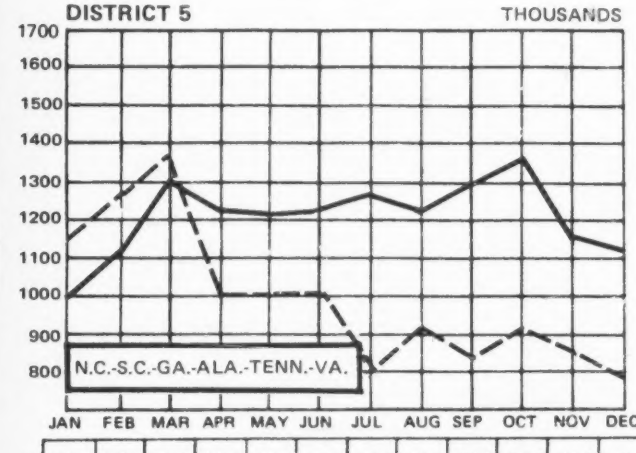
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+0.9	-4.1	-3.7	-7.0	-6.4	-15.3	-23.5	-26.0	-27.3	-25.0	-21.8	-27.7
C	+0.9	-1.7	-2.4	-3.6	-4.2	-6.1	-8.5	-10.7	-12.7	-14.6	-14.7	-15.6

DISTRICT 4



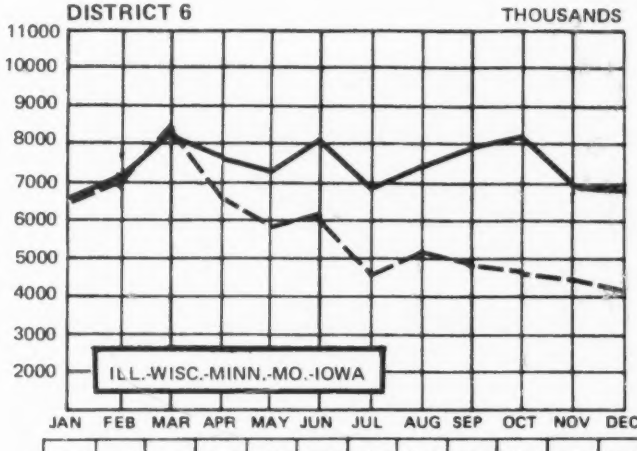
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-7.6	-11.7	-6.5	-13.1	-10.4	-15.1	-20.0	-18.4	-25.9	-28.9	-24.4	-20.4
C	-7.6	-9.8	-8.5	-9.7	-9.9	-10.8	-12.1	-12.8	-14.3	-15.8	-16.5	-16.7

DISTRICT 5



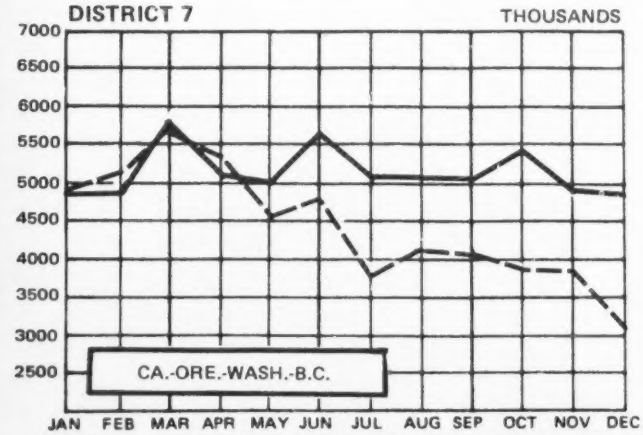
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+11.3	+13.1	+5.8	-13.4	-15.1	-13.1	-35.2	-24.6	-34.5	-33.2	-26.4	-29.1
C	+11.3	+12.2	+9.8	+3.7	-0.1	-2.3	-7.3	-9.5	-12.5	-14.8	-15.8	-16.8

DISTRICT 6



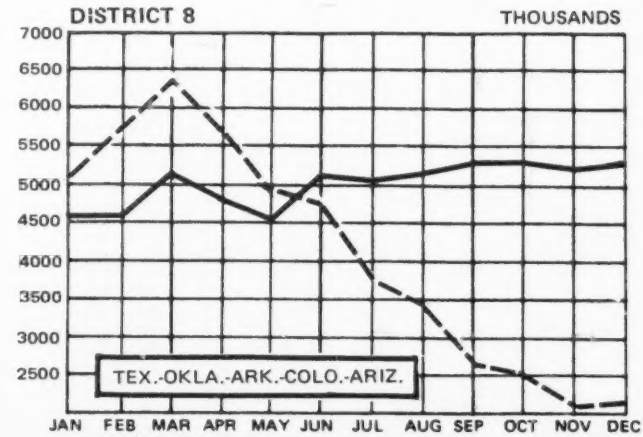
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-0.5	-2.2	+1.4	-12.7	-21.0	-23.4	-33.2	-32.7	-38.2	-41.6	-34.5	-39.5
C	-0.5	-1.4	-0.4	-3.5	-7.0	-9.9	-13.0	-15.4	-18.1	-20.6	-21.8	-23.2

DISTRICT 7



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+0.4	+7.2	-0.4	+1.8	-8.6	-16.4	-27.2	-18.6	-20.1	-28.5	-21.8	-34.2
C	+0.4	+3.8	+2.2	+2.1	+0.03	-2.9	-6.4	-8.0	-9.3	-11.3	-12.2	-13.9

DISTRICT 8



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	+13.7	+25.7	+24.2	+18.9	+8.0	-8.4	-25.2	-33.4	-48.4	-52.7	-59.4	-59.4
C	+13.7	+19.7	+21.3	+20.7	+18.3	+13.5	+7.7	+2.2	-3.9	-9.1	-13.9	-18.0

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MASTER CRAFTSMEN
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news release

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FOR RELEASE: IMMEDIATELY

NATIONAL BILLINGS FOR MEMBERS OF METAL TREATING INSTITUTE CONTINUE TO SHOW EFFECTS OF RECESSION

Sales for January 1983 amounted to $23.5 million as compared to $32.3 million for January 1982 - a drop of $8.8 million - or 27.1%.

A summary of percentage changes by geographic regions follows:

	Month of January
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 9.5
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 18.7
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 18.2
DISTRICT 4 MICHIGAN	- 9.5
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 18.6
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 30.7
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 27.5
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 56.3

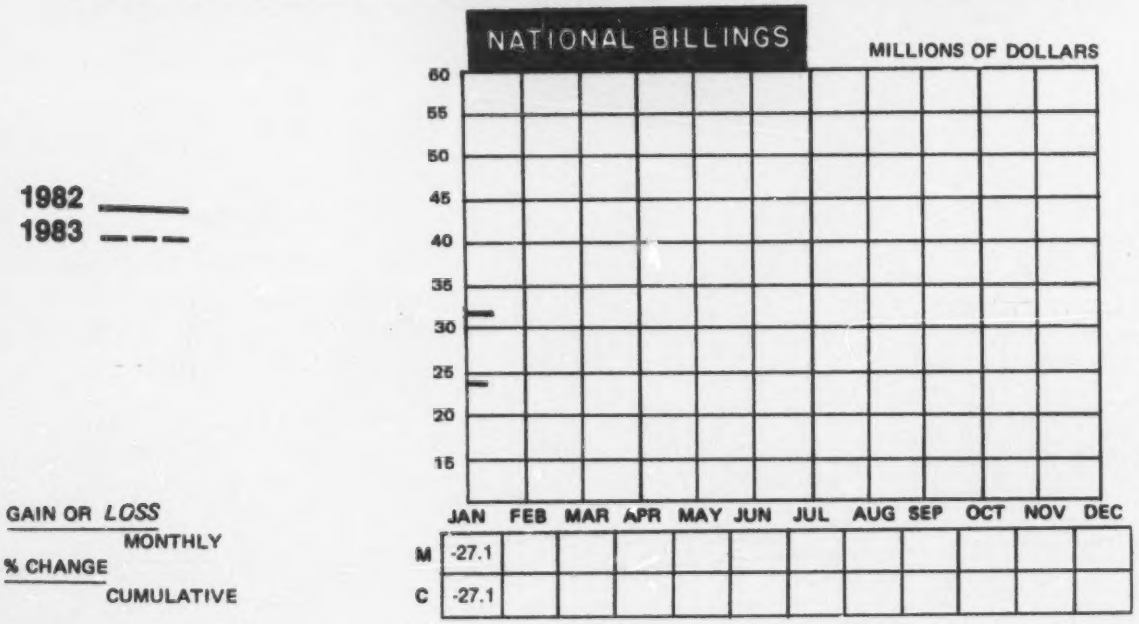
METAL TREATING INSTITUTE

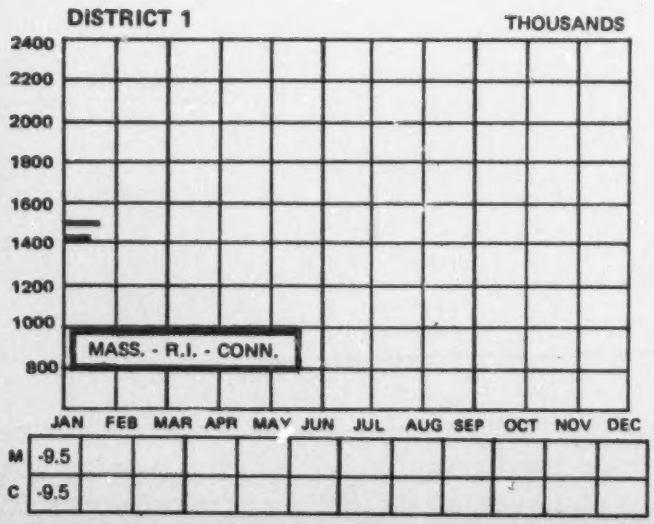
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

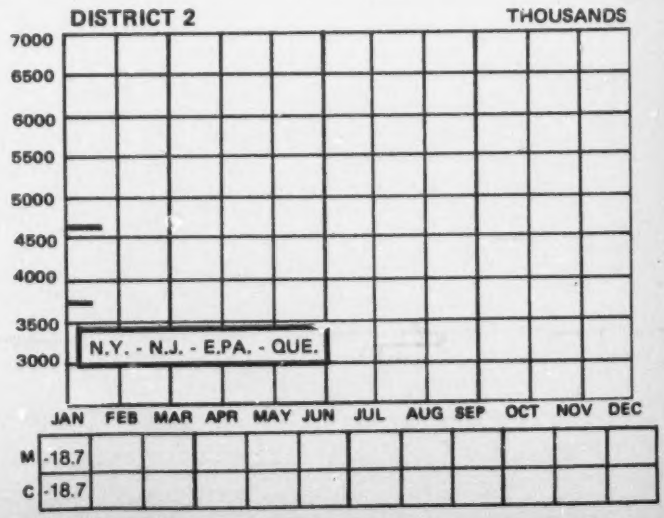
ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

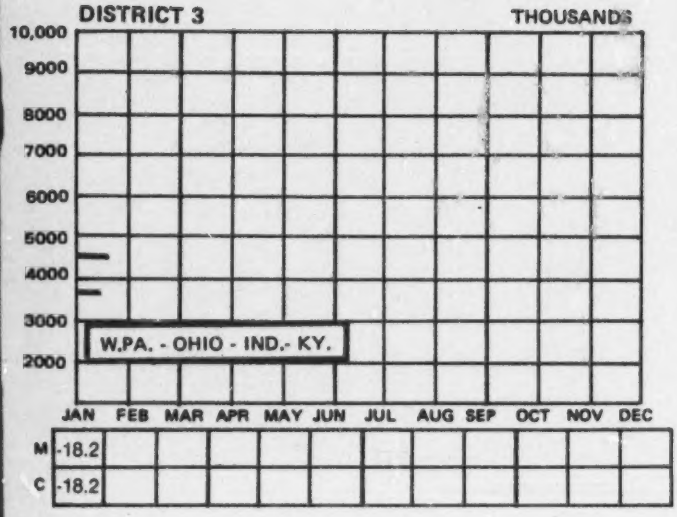
JANUARY 1983

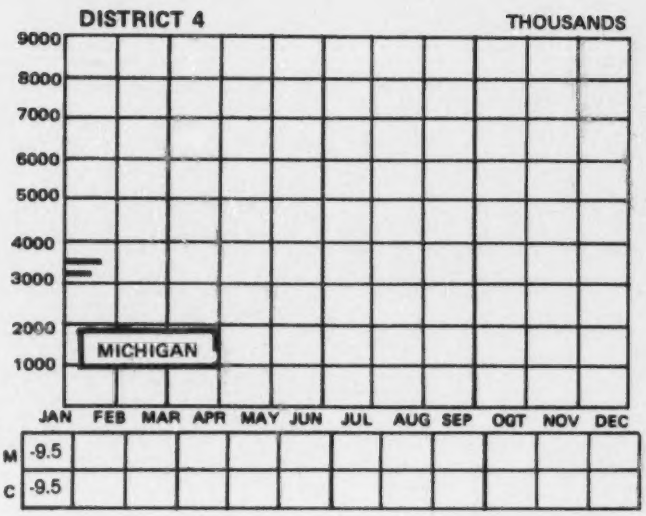
	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	269	195	195	32,263.9	23,530.8	-27.1	100	100
DIST. 1	15	13	13	1,557.0	1,409.4	- 9.5	4.8	6.0
DIST. 2	36	30	30	4,657.1	3,785.7	-18.7	14.4	16.1
DIST. 3	52	37	37	4,527.7	3,703.9	-18.2	14.0	15.7
DIST. 4	30	24	24	3,562.3	3,222.5	- 9.5	11.1	13.7
DIST. 5	17	12	12	1,158.3	942.3	-18.6	3.6	4.0
DIST. 6	47	33	33	6,692.0	4,639.3	-30.7	20.7	19.7
DIST. 7	35	22	22	4,897.6	3,552.2	-27.5	15.2	15.1
DIST. 8	26	24	24	5,211.9	2,275.5	-56.3	16.2	9.7
FOREIGN	11							

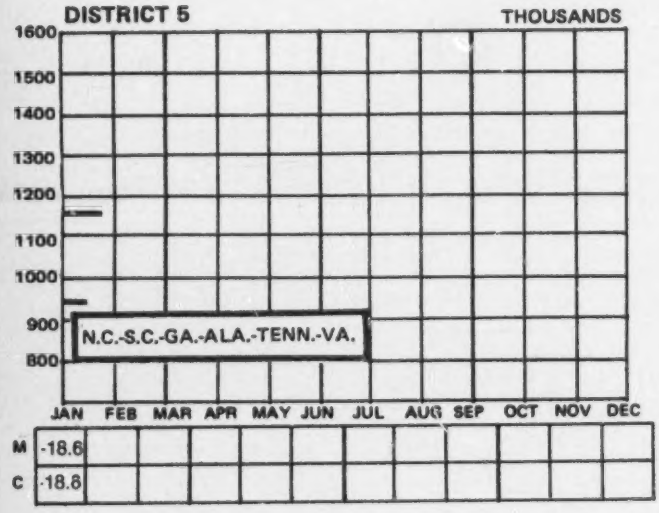


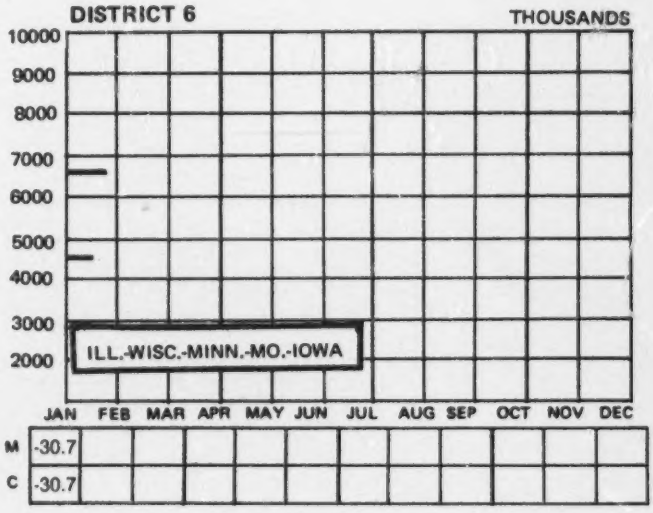





DISTRICT 3
THOUSANDS
10,000
9000
8000
7000
6000
5000
4000
3000
2000
W.PA. - OHIO - IND.- KY.
JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC
M -18.2
C -18.2


DISTRICT 4
THOUSANDS
9000
8000
7000
6000
5000
4000
3000
2000
1000
MICHIGAN
JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC
M -9.5
C -9.5


DISTRICT 5
THOUSANDS
1600
1500
1400
1300
1200
1100
1000
900
800
N.C.-S.C.-GA.-ALA.-TENN.-VA.
JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC
M -18.6
C -18.8


DISTRICT 6
THOUSANDS
10000
9000
8000
7000
6000
5000
4000
3000
2000
ILL.-WISC.-MINN.-MO.-IOWA
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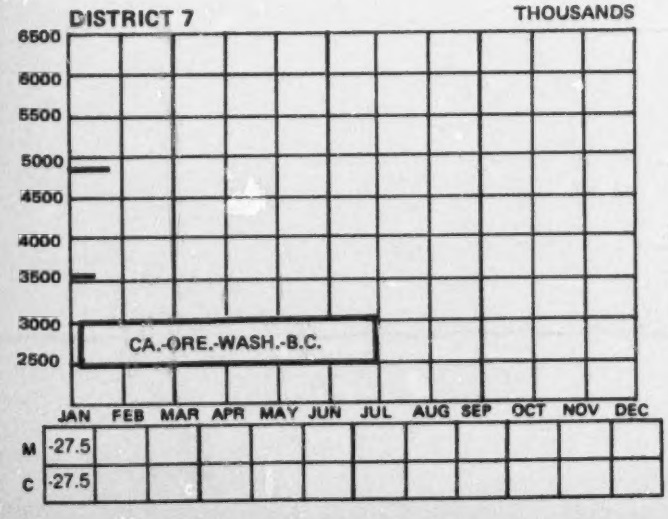
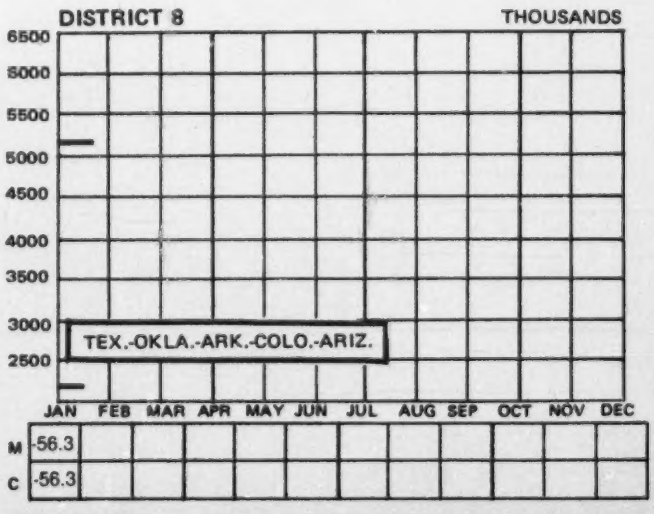
M -30.7
C -30.7


DISTRICT 7
THOUSANDS
6500
6000
5500
5000
4500
4000
3500
3000
2500
CA.-ORE.-WASH.-B.C.
JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC
M -27.5
C -27.5


DISTRICT 8
THOUSANDS
6500
6000
5500
5000
4500
4000
3500
3000
2500
TEX.-OKLA.-ARK.-COLO.-ARIZ.
JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC
M -56.3
C -56.3

A6376-1 4/15/83

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE: IMMEDIATELY

FEBRUARY ~~1~~983 BILLINGS FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 5.2% OVER JANUARY 1983

During February 1983, 7 districts showed improvement over January 1983 while District 8 continued to decline.

Over all, for the first two months of 1983, sales amounted to $48.5 million as compared to $66.6 million for the same period of 1982, or a decrease of 27.2%.

A summary of percentage changes by geographic regions follows:

	Month of February	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 9.0	- 7.8
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 17.0	- 17.9
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 13.0	- 15.4
DISTRICT 4 MICHIGAN	- 1.9	- 5.4
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 24.7	- 23.5
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 32.1	- 31.4
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 29.9	- 28.7
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 62.6	- 59.6

METAL TREATING INSTITUTE

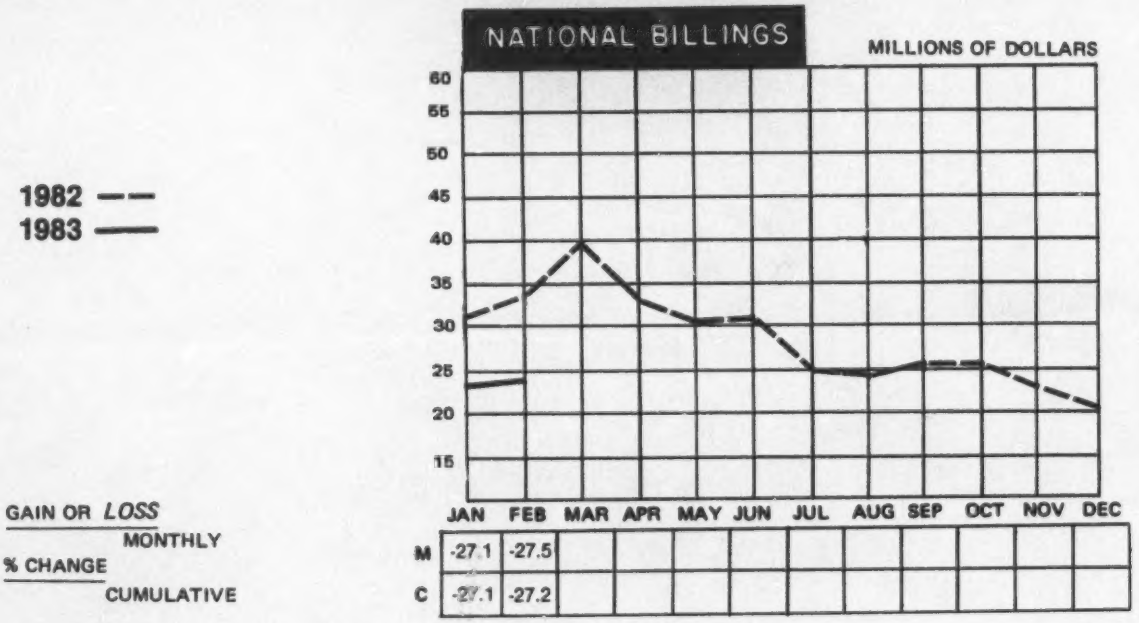
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

February 1983

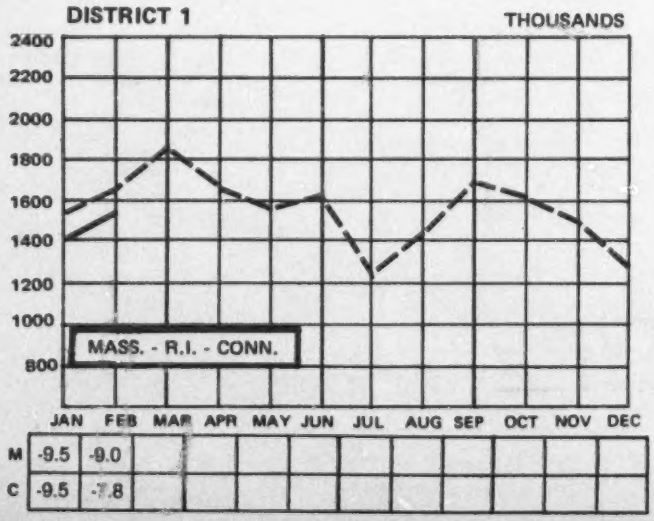
ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

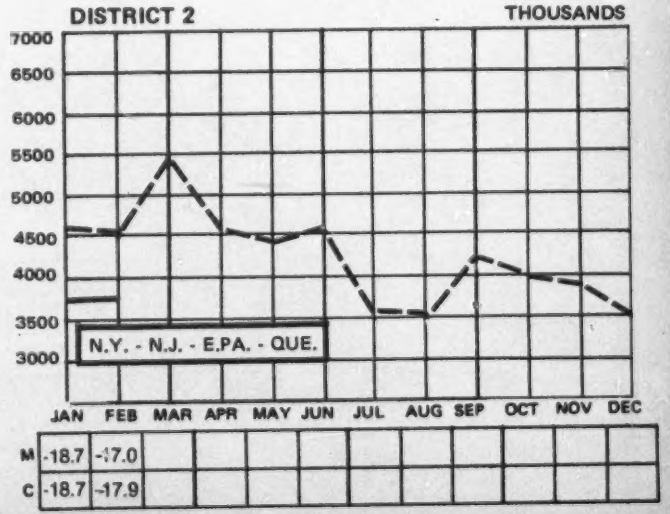
	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	269	195	195	34,166.8	24,758.7	-27.5	100	100
DIST. 1	15	14	14	1,678.7	1,527.1	- 9.0	4.9	6.2
DIST. 2	36	30	30	4,563.3	3,787.7	-17.0	13.4	15.3
DIST. 3	52	36	36	4,722.4	4,108.9	-13.0	13.8	16.6
DIST. 4	30	24	24	3,699.0	3,628.6	- 1.9	10.8	14.7
DIST. 5	17	12	12	1,427.6	1,075.4	-24.7	4.2	4.3
DIST. 6	47	33	33	7,092.3	4,816.1	-32.1	20.8	19.4
DIST. 7	35	22	22	5,226.2	3,661.0	-29.9	15.3	14.8
DIST. 8	26	24	24	5,757.3	2,153.9	-62.6	16.8	8.7
FOREIGN	11							

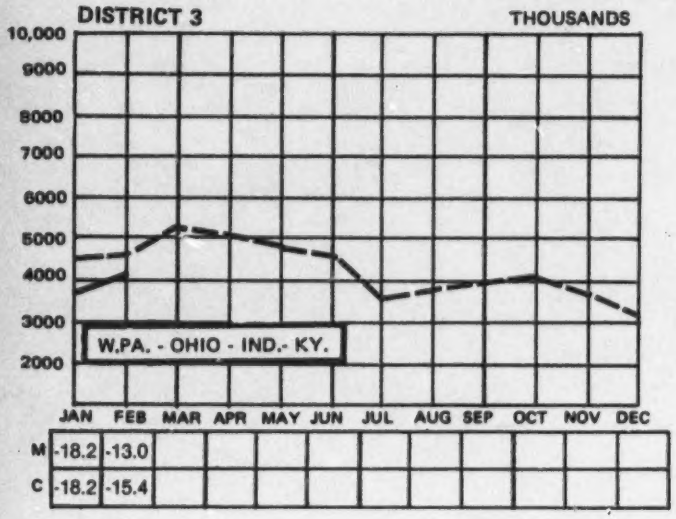
BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1982	1983	%	1982	1983
66,575.3	48,458.0	-27.2	100	100
3,341.0	3,080.6	- 7.8	5.0	6.4
9,220.4	7,573.4	-17.9	13.9	15.6
9,217.2	7,795.7	-15.4	13.8	16.1
7,283.6	6,892.6	- 5.4	10.9	14.2
2,635.9	2,017.6	-23.5	4.0	4.2
13,784.2	9,455.5	-31.4	20.7	19.5
10,123.8	7,213.2	-28.7	15.2	14.9
10,969.2	4,429.4	-59.6	16.5	9.1



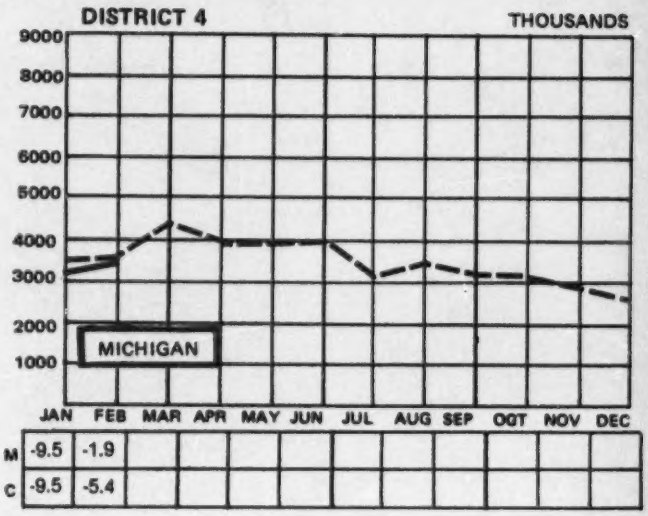
GAIN OR *LOSS*
MONTHLY
% CHANGE
CUMULATIVE



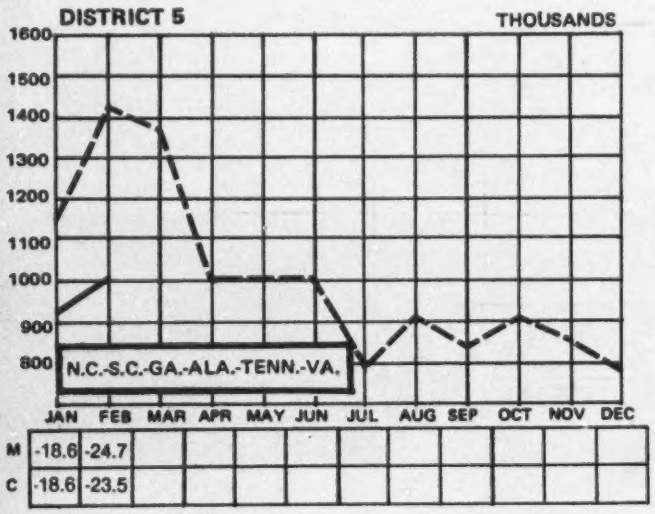




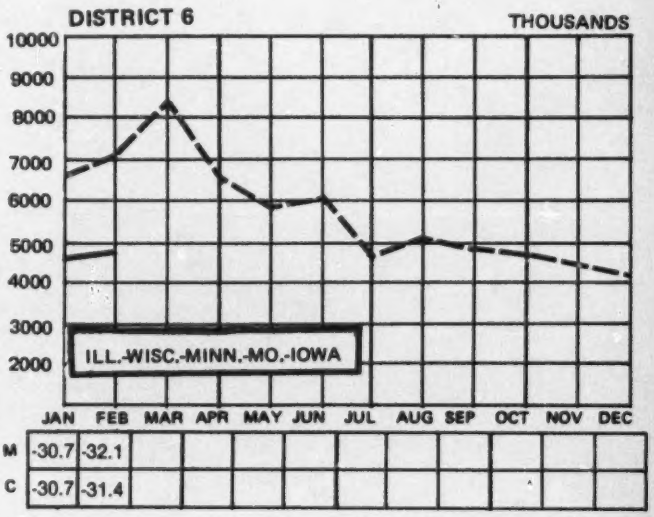
M	-18.2	-13.0
C	-18.2	-15.4



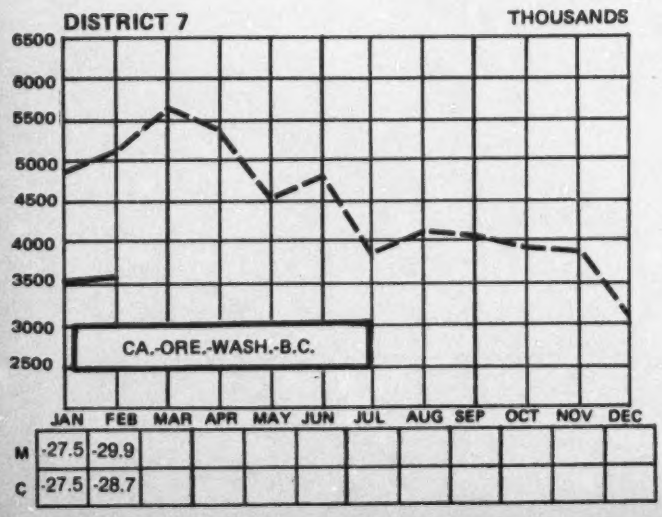
M	-9.5	-1.9
C	-9.5	-5.4



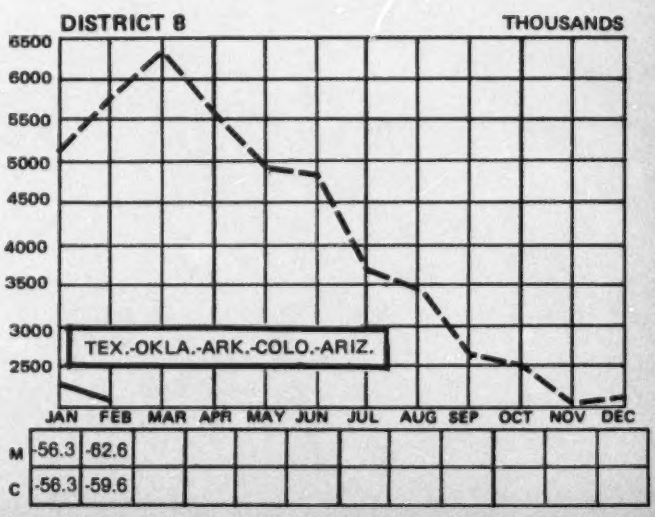
M	-18.6	-24.7
C	-18.6	-23.5



M	-30.7	-32.1
C	-30.7	-31.4



M	-27.5	-29.9
C	-27.5	-28.7



M	-56.3	-62.6
C	-56.3	-59.6

A6376-1
5/10/83

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METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 878-6185

MARCH 1983 SALES FOR COMMERCIAL HEAT TREATERS INCREASED $4.5 MILLION OVER FEBRUARY 1983 - AN INCREASE OF 18.2%

All districts showed an increase in March 1983 sales over sales for February 1983.

For the 1st quarter of 1983, the industry showed sales of $77.8 million as compared to $106.2 million for the same period ending 3/31/83, a decrease of 26.8%.

A summary of percentage changes by geographic regions follows:

	Month of March	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 10.9	- 9.0
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 13.5	-16.2
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 11.1	-13.8
DISTRICT 4 MICHIGAN	- 6.5	- 5.8
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 18.0	-21.5
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 31.7	-31.5
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 25.7	-27.5
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 62.3	-60.6

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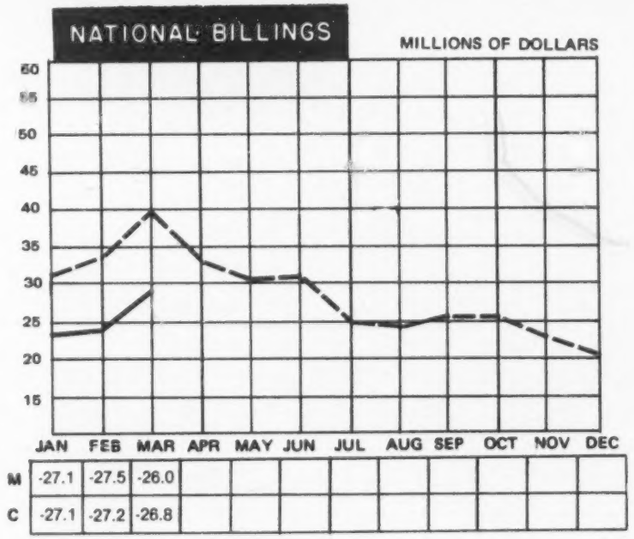
ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

March 1983

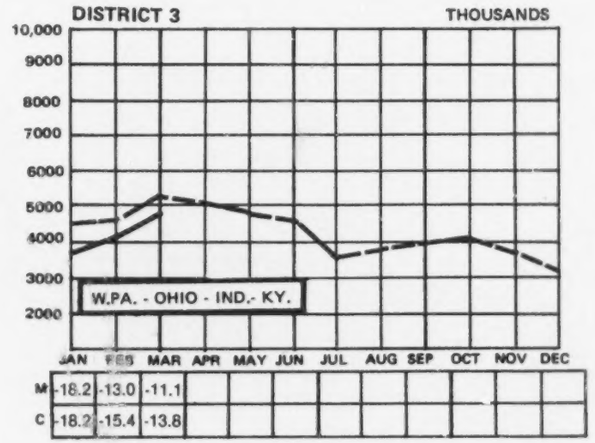
	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	269	196	196	39,552.2	29,251.7	-26.0	100	100
DIST. 1	15	14	14	2,070.7	1,844.1	-10.9	5.2	6.3
DIST. 2	36	30	30	5,630.4	4,871.6	-13.5	14.2	16.7
DIST. 3	52	36	36	5,337.7	4,744.4	-11.1	13.5	16.2
DIST. 4	30	24	24	4,423.5	4,134.5	- 6.5	11.2	14.1
DIST. 5	17	12	12	1,445.9	1,185.0	-18.0	3.7	4.1
DIST. 6	47	33	33	8,451.5	5,770.4	-31.7	21.4	19.7
DIST. 7	35	23	23	5,756.2	4,276.6	-25.7	14.5	14.6
DIST. 8	26	24	24	6,436.3	2,425.1	-62.3	16.3	8.3
FOREIGN	11							

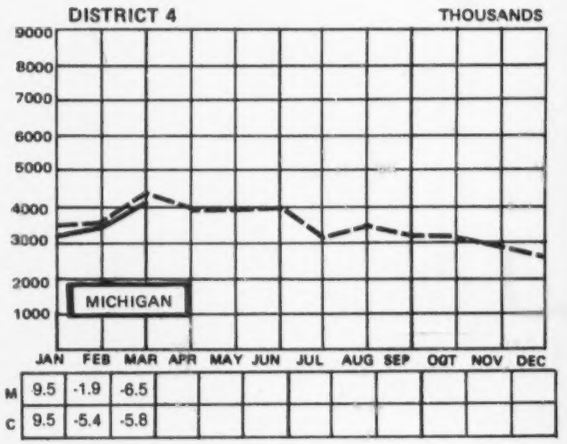
BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1982	1983	%	1982	1983
106,184.6	77,768.5	-26.8	100	100
5,411.6	4,924.7	- 9.0	5.1	6.3
14,850.9	12,445.0	-16.2	14.0	16.0
14,554.9	12,540.1	-13.8	13.7	16.1
11,707.1	11,027.2	- 5.8	11.0	14.2
4,081.8	3,202.6	-21.5	3.8	4.1
22,235.7	15,225.8	-31.5	21.0	19.6
15,937.1	11,548.6	-27.5	15.0	14.9
17,405.5	6,854.5	-60.6	16.4	8.8

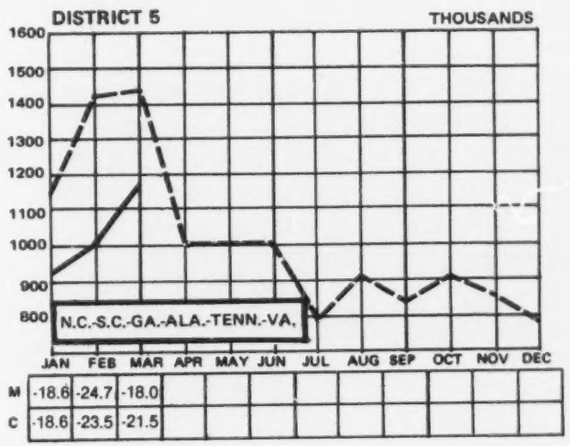


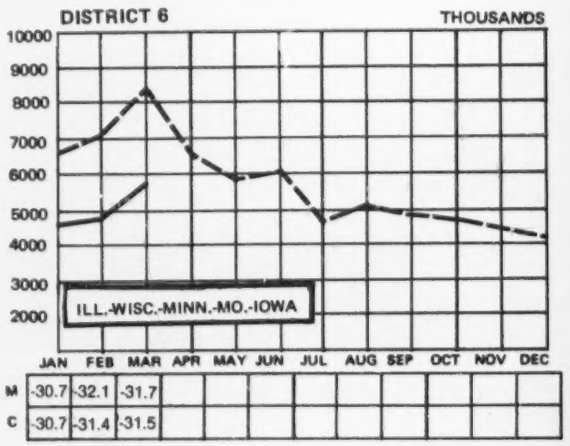
1982 ——
1983 ——

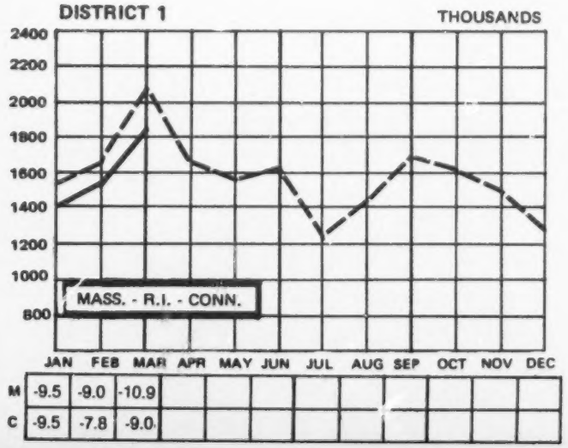
GAIN OR *LOSS*
MONTHLY
% CHANGE
CUMULATIVE

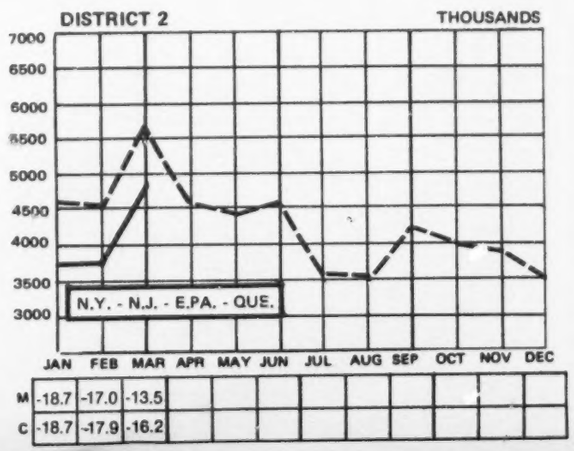


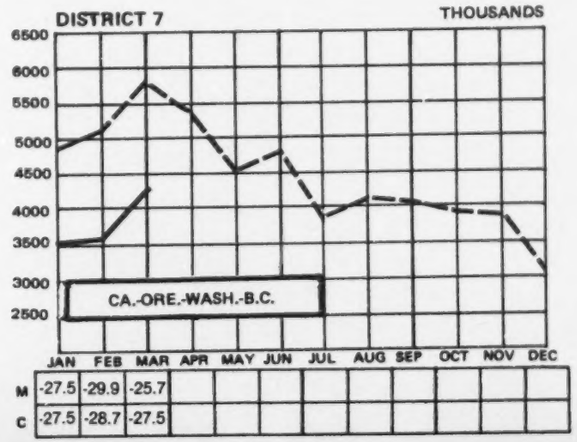


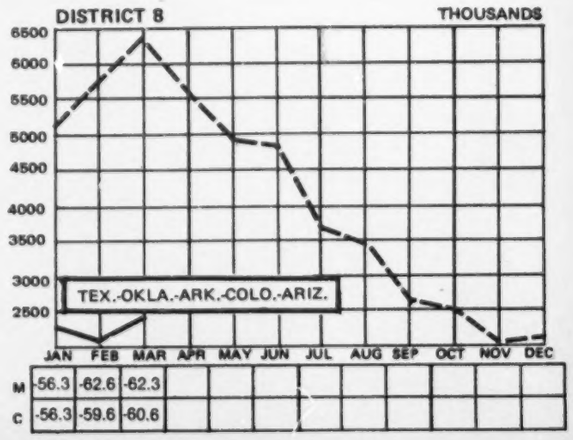












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news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

THE PACIFIC COAST AND SOUTHWEST DISTRICTS SALES CONTINUE DOWNWARD SLIDE, WHILE THE REST OF THE NATION SHOWS SLIGHT IMPROVEMENT AS REPORTED BY COMMERCIAL HEAT TREATERS FOR THE FIRST FOUR MONTHS OF 1983.

Sales for April 1983 amounted to $25.9 million as compared to $34.4 million for April 1982 - or a drop of 24.8%. All districts, with the exception of District 4, showed losses.

	Month of April	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 14.7	- 11.3
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 12.4	- 15.3
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 10.8	- 13.1
DISTRICT 4 MICHIGAN	+ 0.3	- 4.3
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	- 5.6	- 18.2
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 27.0	- 30.5
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 28.5	- 27.8
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 65.5	- 61.8

METAL TREATING INSTITUTE

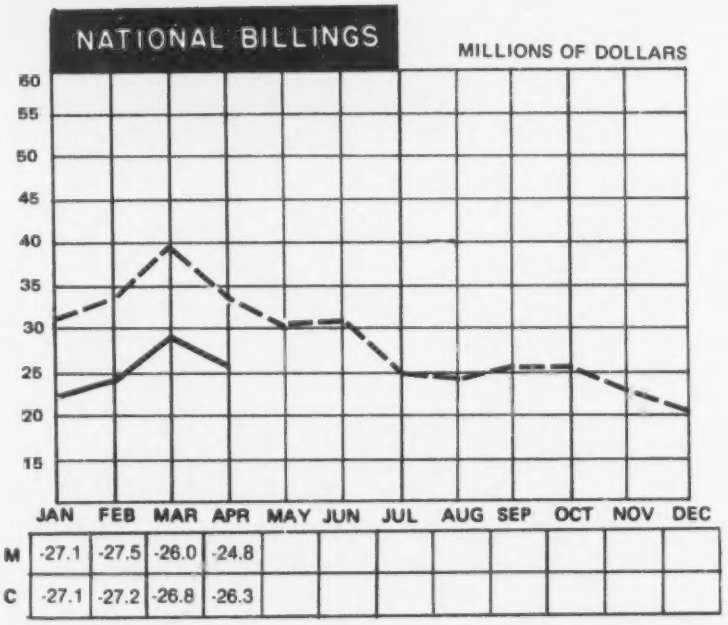
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

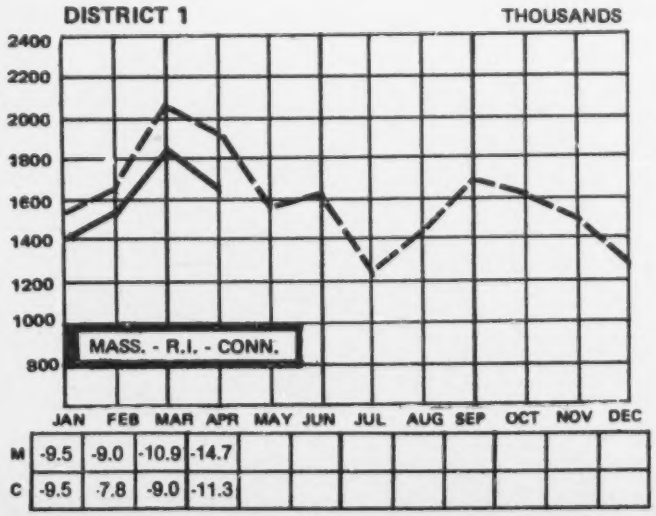
ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

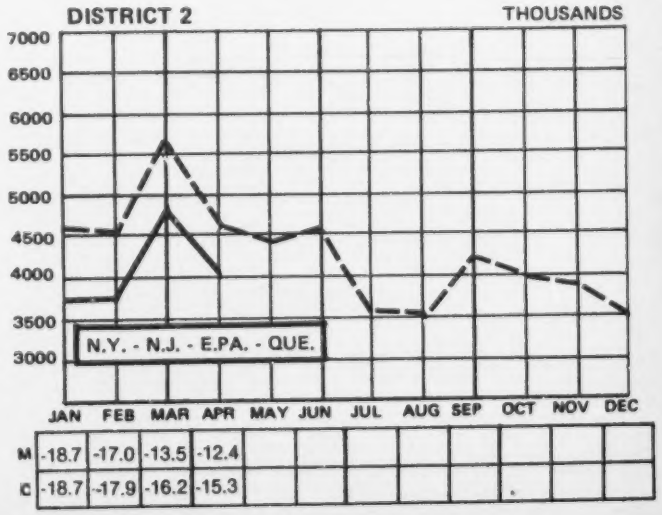
APRIL 1983

	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	269	196	196	34,412.3	25,888.7	-24.8	100	100
DIST. 1	15	15	15	1,933.2	1,648.3	-14.7	5.6	6.4
DIST. 2	36	30	30	4,730.8	4,144.0	-12.4	13.8	16.0
DIST. 3	52	36	36	4,835.0	4,311.3	-10.8	14.0	16.6
DIST. 4	30	24	24	3,917.9	3,927.5	+ 0.3	11.4	15.2
DIST. 5	17	11	11	1,123.1	1,060.2	- 5.6	3.3	4.1
DIST. 6	47	33	33	6,852.1	5,000.9	-27.0	19.9	19.3
DIST. 7	35	23	23	5,395.5	3,854.9	-28.5	15.7	14.9
DIST. 8	26	24	24	5,624.7	1,941.6	-65.5	16.3	7.5
FOREIGN	11							

BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1982	1983	%	1982	1983
140,795.9	103,775.9	-26.3	100	100
7,601.2	6,744.8	-11.3	5.4	6.5
19,581.7	16,589.0	-15.3	13.9	16.0
19,389.9	16,851.5	-13.1	13.8	16.2
15,625.0	14,954.7	- 4.3	11.1	14.4
5,147.6	4,209.5	-18.2	3.6	4.1
29,087.8	20,226.7	-30.5	20.6	19.5
21,332.5	15,403.6	-27.8	15.2	14.8
23,030.2	8,796.1	-61.8	16.4	8.5

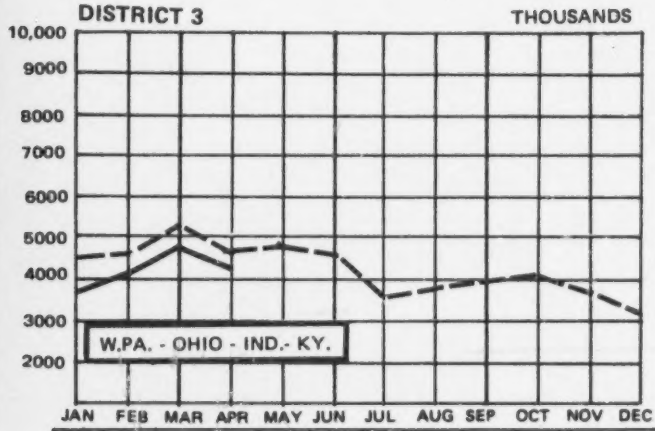






DISTRICT 3

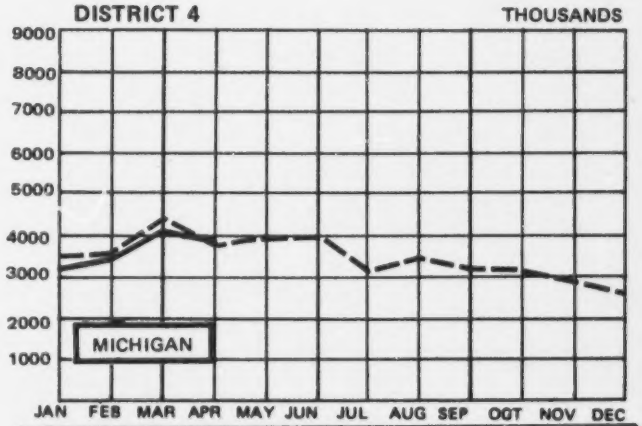
THOUSANDS



M	-18.2	-13.0	-11.1	-10.8								
C	-18.2	-15.4	-13.8	-13.1								

DISTRICT 4

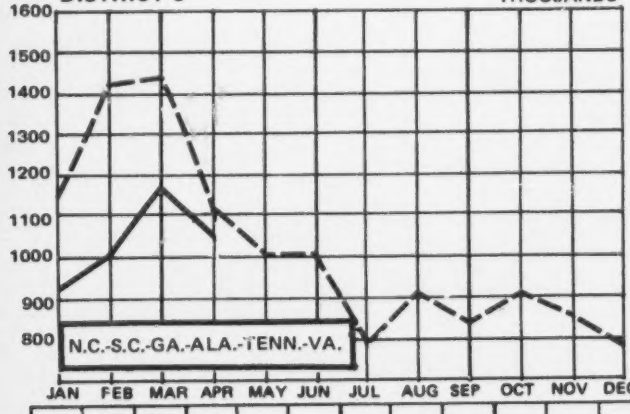
THOUSANDS



M	-9.5	-1.9	-6.5	+0.3								
C	-9.5	-5.4	-5.8	-4.3								

DISTRICT 5

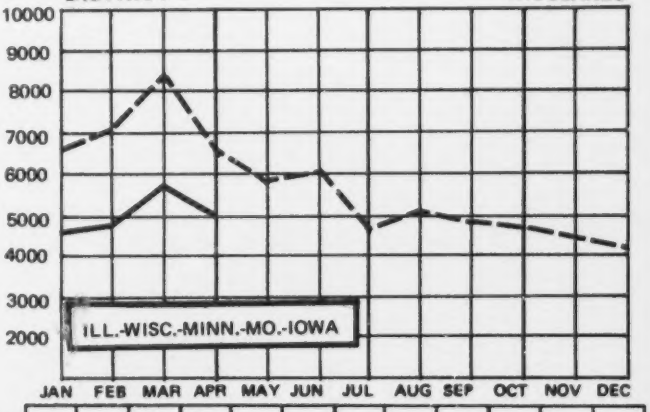
THOUSANDS



M	-18.6	-24.7	-18.0	-5.6								
C	-18.6	-23.5	-21.5	-18.2								

DISTRICT 6

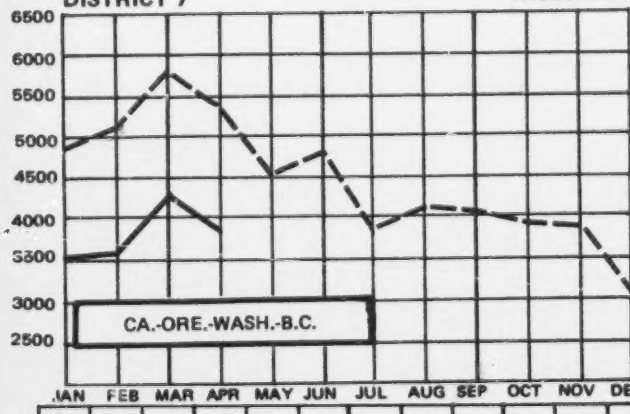
THOUSANDS



M	-30.7	-32.1	-31.7	-27.0								
C	-30.7	-31.4	-31.5	-30.5								

DISTRICT 7

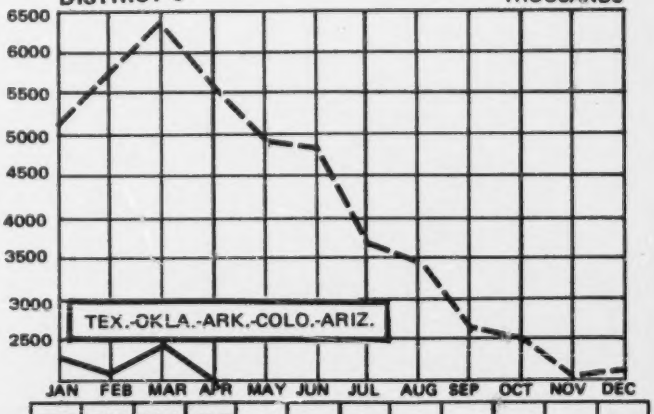
THOUSANDS



M	-27.5	-29.9	-25.7	-28.5								
C	-27.5	-28.7	-27.5	-27.8								

DISTRICT 8

THOUSANDS



M	-56.3	-62.6	-62.3	-65.5								
C	-56.3	-59.6	-60.6	-61.8								

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE: IMMEDIATELY

SIGNS OF RECOVERY FOR MTI COMMERCIAL HEAT TREATERS?

Billings of the 196 Commercial Heat Treaters reported to MTI amounted to $26,963 million for May 1983 as compared to $31,320 million for May 1982 - a decrease of 13.9%. This percentage decrease is the lowest reported for the year.

All districts with the exception of District 8 are showing signs of improvement.

A summary of percentage changes by geographic regions follows:

	Month of May	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 2.4	- 9.6
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 2.8	-12.9
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	- 7.0	-11.7
DISTRICT 4 MICHIGAN	+ 9.1	- 1.6
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	+ 0.4	-15.0
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 8.1	-26.7
DISTRICT 7 PACIFIC COAST) (CA-OR-WA-B.C.)	-17.7	-26.0
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	-59.1	-60.9

METAL TREATING INSTITUTE

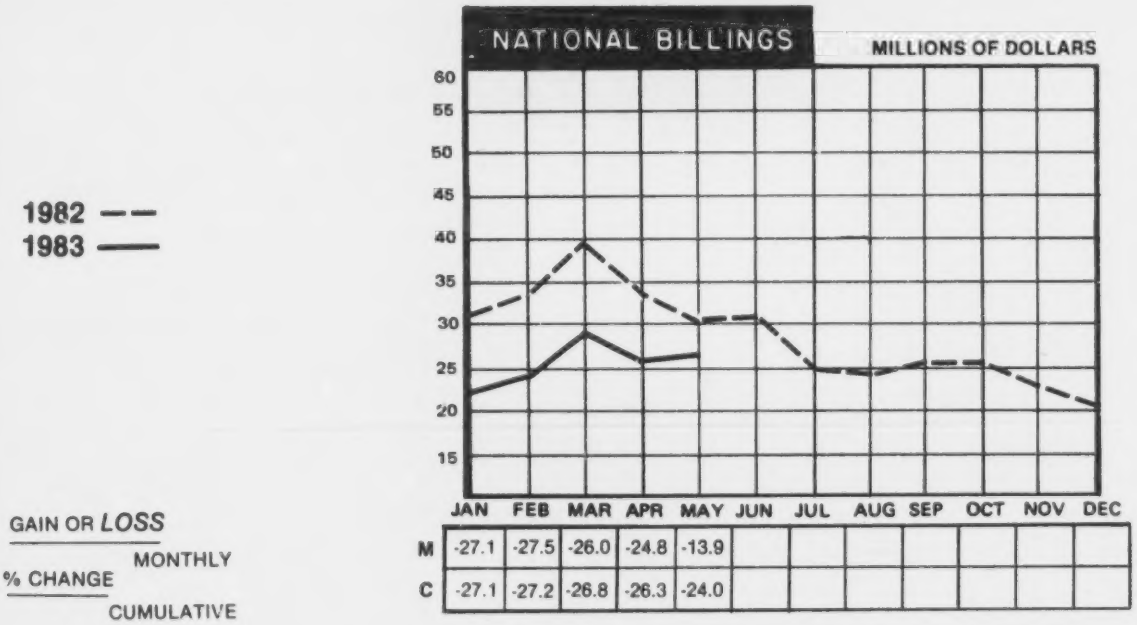
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

MAY 1983

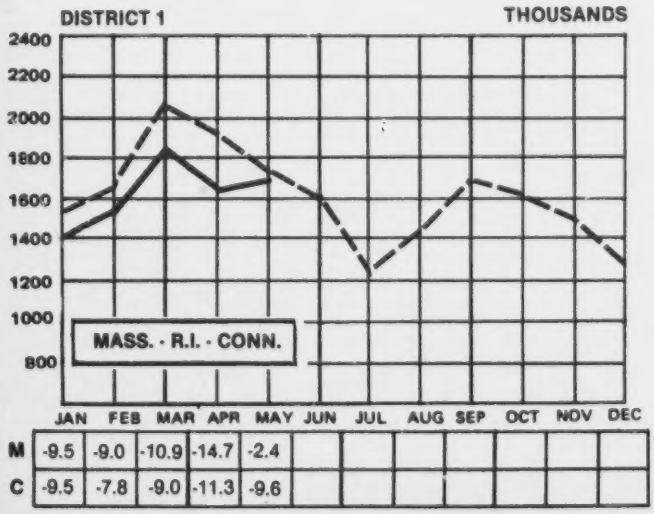
	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	272	196	196	31,320.4	26,962.7	-13.9	100	100
DIST. 1	16	15	15	1,757.9	1,714.8	- 2.4	5.6	6.4
DIST. 2	36	30	30	4,549.1	4,421.1	- 2.8	14.5	16.4
DIST. 3	53	35	35	4,554.1	4,235.3	- 7.0	14.5	15.7
DIST. 4	31	24	24	3,905.1	4,261.8	+ 9.1	12.5	15.8
DIST. 5	17	11	11	1,082.9	1,087.3	+ 0.4	3.5	4.0
DIST. 6	47	33	33	5,892.1	5,413.0	- 8.1	18.8	20.1
DIST. 7	35	23	23	4,617.5	3,801.6	-17.7	14.7	14.1
DIST. 8	26	25	25	4,961.7	2,027.8	-59.1	15.9	7.5
FOREIGN	11							

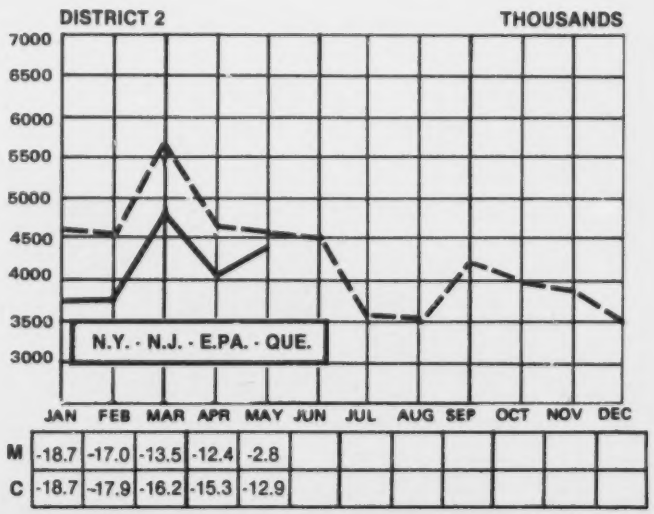
BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1982	1983	%	1982	1983
171,957.3	130,666.1	-24.0	100	100
9,359.1	8,459.7	- 9.6	5.5	6.5
24,130.8	21,010.1	-12.9	14.0	16.1
23,557.2	20,806.6	-11.7	13.7	15.9
19,530.0	19,216.5	- 1.6	11.4	14.7
6,230.5	5,296.8	-15.0	3.6	4.1
34,979.9	25,639.7	-26.7	20.3	19.6
25,950.1	19,205.1	-26.0	15.1	14.7
28,219.7	11,031.6	-60.9	16.4	8.4

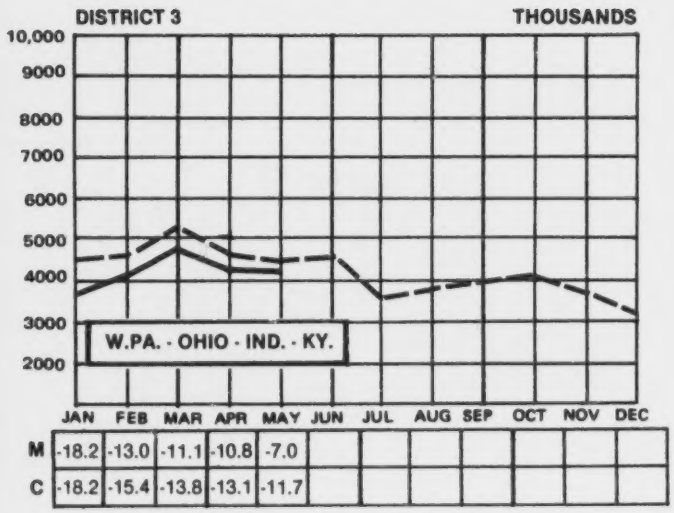


GAIN OR *LOSS*

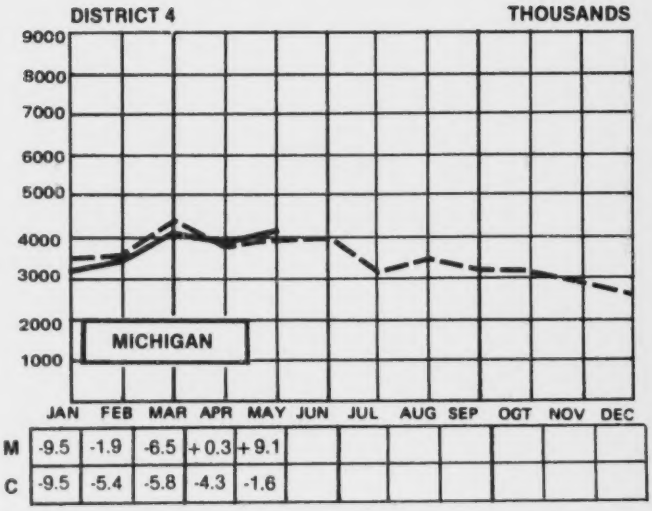
% CHANGE — MONTHLY / CUMULATIVE



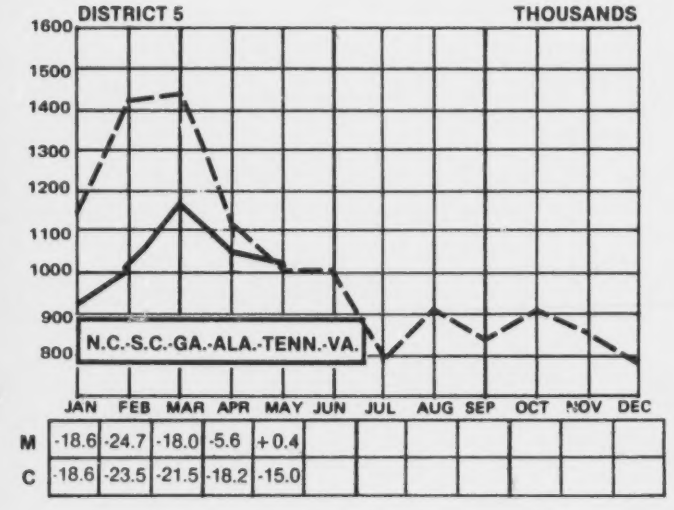




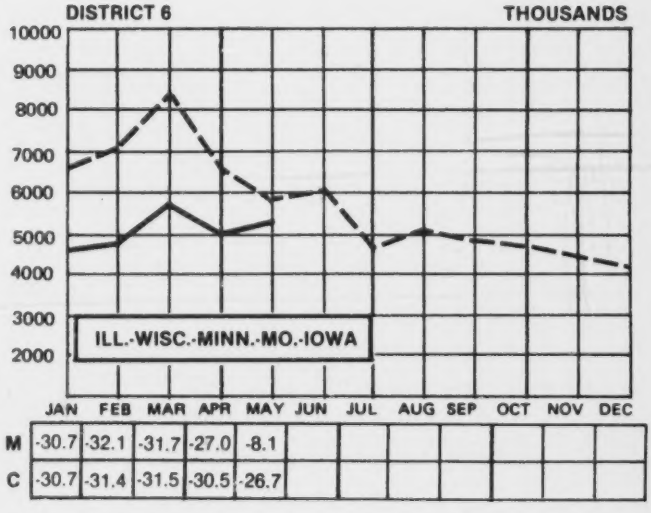
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.2	-13.0	-11.1	-10.8	-7.0							
C	-18.2	-15.4	-13.8	-13.1	-11.7							



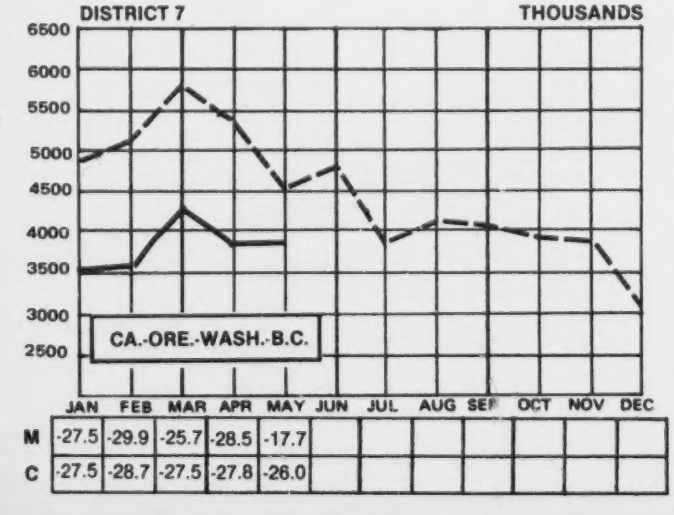
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-1.9	-6.5	+0.3	+9.1							
C	-9.5	-5.4	-5.8	-4.3	-1.6							



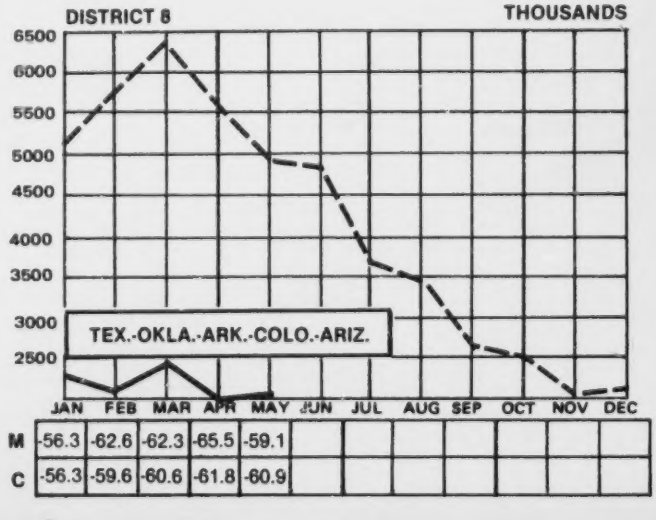
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.6	-24.7	-18.0	-5.6	+0.4							
C	-18.6	-23.5	-21.5	-18.2	-15.0							



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-30.7	-32.1	-31.7	-27.0	-8.1							
C	-30.7	-31.4	-31.5	-30.5	-26.7							



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.5	-29.9	-25.7	-28.5	-17.7							
C	-27.5	-28.7	-27.5	-27.8	-26.0							



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-56.3	-62.6	-62.3	-65.5	-59.1							
C	-56.3	-59.6	-60.6	-61.8	-60.9							

8/8/83
A6376-1

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news release

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FOR RELEASE: IMMEDIATELY

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EVIDENCE OF SLOW RECOVERY AS REPORTED BY MTI COMMERCIAL HEAT TREATERS

Sales for June 1983 amounted to $28.6 million as compared to $32 million for June 1982 - a 10.8% decline (the smallest monthly decline to date).

Sales for the six-month period ending June 30, 1983 amounted to $159.3 million as compared to $203.9 million for the same period of 1982 - a decrease of 21.9%. The year-to-date deficit is slowly declining.

A summary of percentage changes by geographic regions follows:

	MONTH OF JUNE	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	- 1.7	- 6.9
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 1.8	-11.1
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	+ 3.0	- 9.4
DISTRICT 4 MICHIGAN	+ 11.1	+ 0.6
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	+ 5.4	-11.9
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	- 7.5	-23.8
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 15.7	-24.4
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 56.8	-60.3

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METAL TREATING INSTITUTE

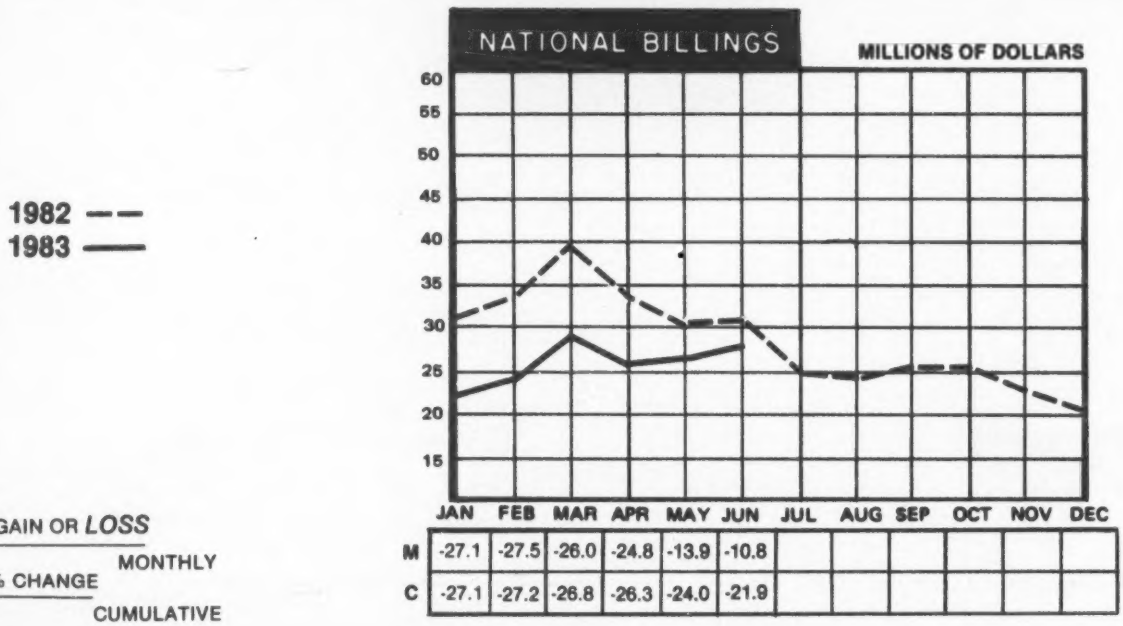
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

JUNE 1983

	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	272	196	196	32,003.6	28,563.0	-10.8	100	100
DIST. 1	16	16	16	1,896.1	1,864.9	- 1.7	5.9	6.5
DIST. 2	36	30	30	4,766.7	4,678.8	- 1.8	14.9	16.4
DIST. 3	53	35	35	4,420.4	4,552.0	+ 3.0	13.8	15.9
DIST. 4	31	23	23	3,927.0	4,361.2	+11.1	12.3	15.3
DIST. 5	17	11	11	1,127.7	1,188.2	+ 5.4	3.5	4.2
DIST. 6	47	33	33	6,183.6	5,723.1	- 7.5	19.3	20.0
DIST. 7	35	23	23	4,896.4	4,127.0	-15.7	15.3	14.5
DIST. 8	26	25	25	4,785.7	2,067.8	-56.8	15.0	7.2
FOREIGN	11							

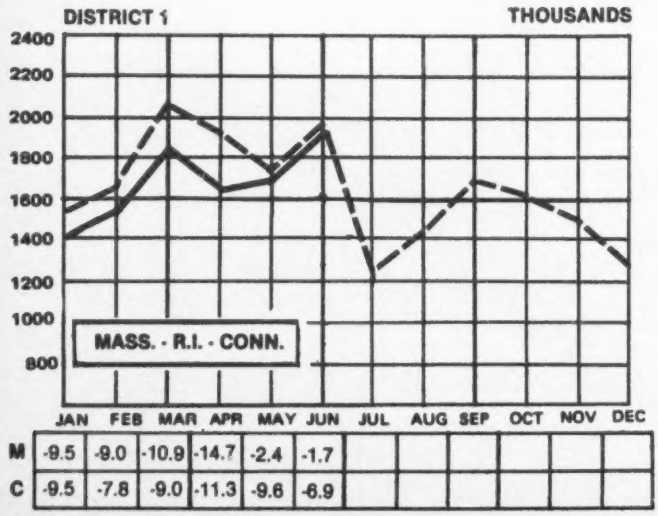
BILLINGS TO-DATE -IN THOUSANDS-			TO DATE % OF BILLINGS	
1982	1983	%	1982	1983
203,866.2	159,302.5	-21.9	100	100
11,420.9	10,630.8	- 6.9	5.6	6.7
28,897.5	25,688.9	-11.1	14.2	16.1
27,977.7	25,358.6	- 9.4	13.7	15.9
23,196.6	23,344.8	+ 0.6	11.4	14.7
7,358.2	6,485.0	-11.9	3.6	4.1
41,163.4	31,362.8	-23.8	20.2	19.7
30,846.4	23,332.2	-24.4	15.1	14.6
33,005.5	13,099.4	-60.3	16.2	8.2



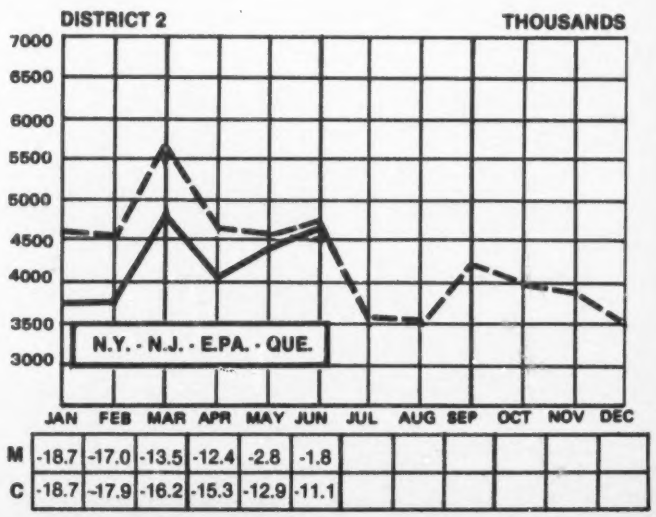
GAIN OR *LOSS*

% CHANGE — MONTHLY / CUMULATIVE

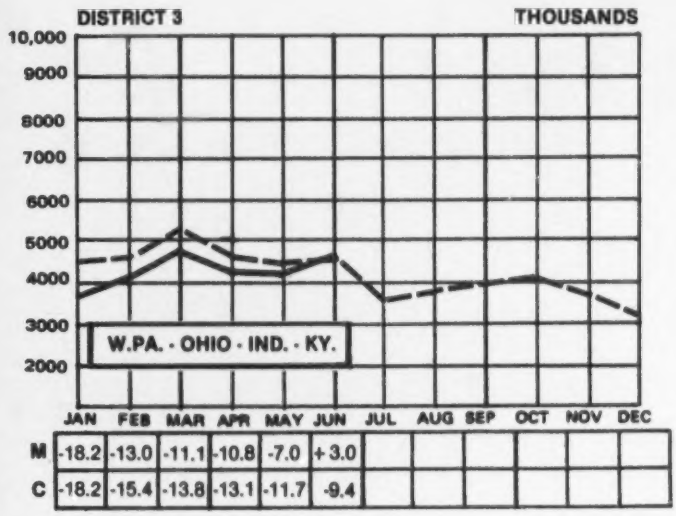
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.1	-27.5	-26.0	-24.8	-13.9	-10.8						
C	-27.1	-27.2	-26.8	-26.3	-24.0	-21.9						



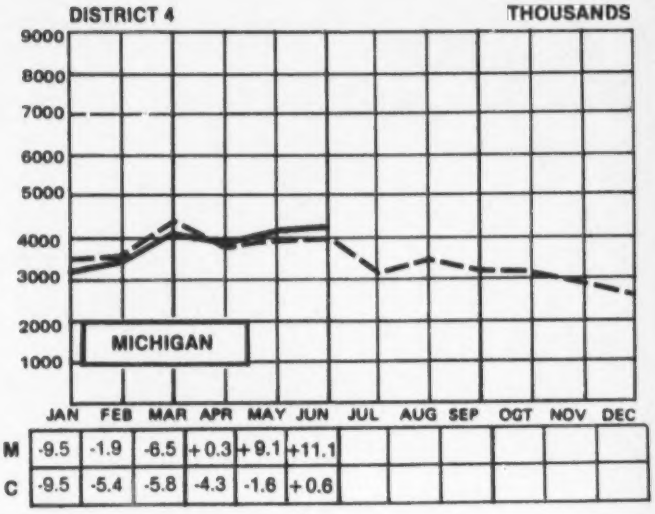
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-9.0	-10.9	-14.7	-2.4	-1.7						
C	-9.5	-7.8	-9.0	-11.3	-9.6	-6.9						



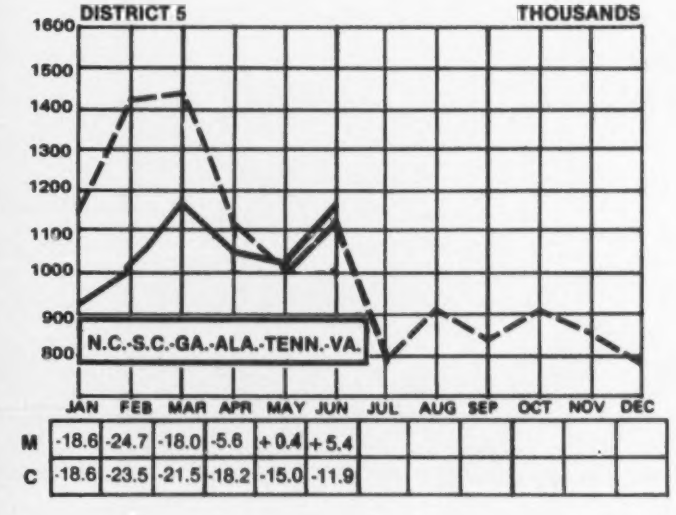
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8						
C	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1						



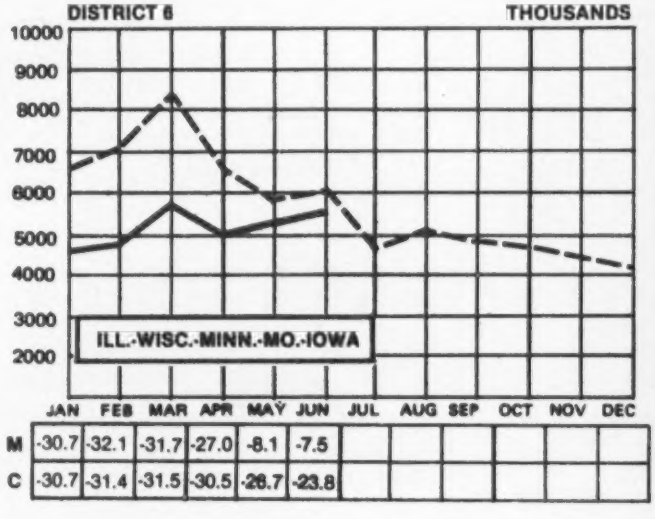
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.2	-13.0	-11.1	-10.8	-7.0	+3.0						
C	-18.2	-15.4	-13.8	-13.1	-11.7	-9.4						



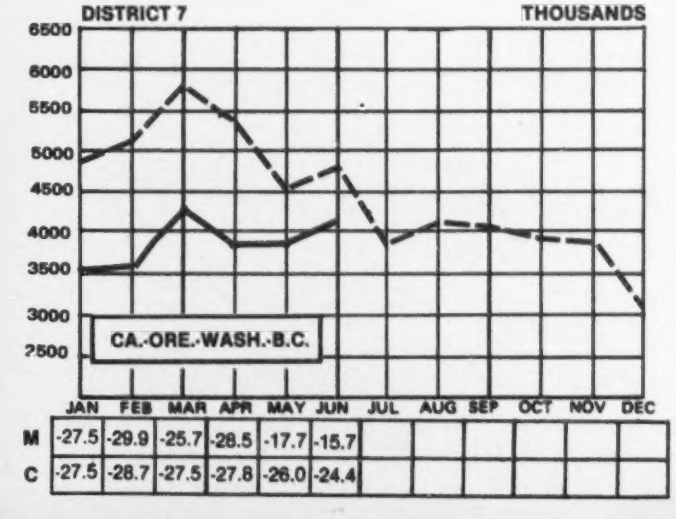
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-1.9	-6.5	+0.3	+9.1	+11.1						
C	-9.5	-5.4	-5.8	-4.3	-1.6	+0.6						



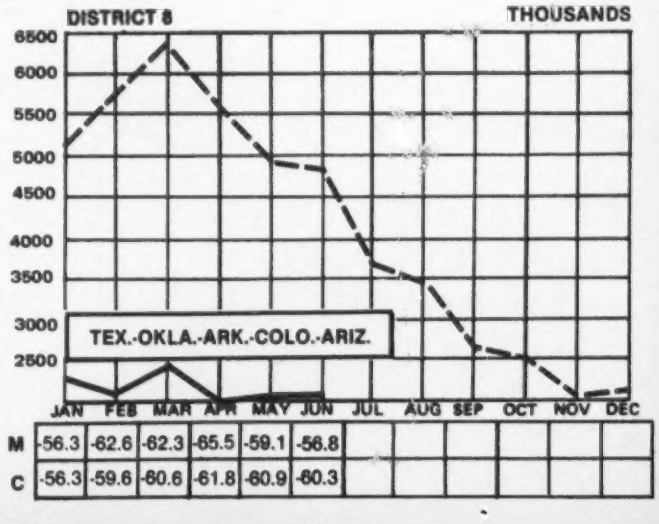
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.6	-24.7	-18.0	-5.6	+0.4	+5.4						
C	-18.6	-23.5	-21.5	-18.2	-15.0	-11.9						



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-30.7	-32.1	-31.7	-27.0	-8.1	-7.5						
C	-30.7	-31.4	-31.5	-30.5	-26.7	-23.8						



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.5	-29.9	-25.7	-28.5	-17.7	-15.7						
C	-27.5	-28.7	-27.5	-27.8	-26.0	-24.4						



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-56.3	-62.6	-62.3	-65.5	-59.1	-56.8						
C	-56.3	-59.6	-60.6	-61.8	-60.9	-60.3						

A6376-1 8/30/83

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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MTI COMMERCIAL HEAT TREATERS CONTINUE TO SHOW SIGNS OF RECOVERY

Sales for July 1983 amounted to $23,875.2 million as compared to $25,357.0 for June 1982 - a 5.8% decline- (the smallest decline to date).

Sales for the 7-month period ending July 31, 1983 amounted to $183,268.8 million as compared to $229,223.2 million for the same period of 1982 - a decrease of 20%. The year-to-date deficit is slowly declining.

	Month of July	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	+ 2.2	- 5.9
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	- 0.2	- 9.8
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	+ 11.7	- 6.9
DISTRICT 4 MICHIGAN	+ 10.9	+ 2.3
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	+ 10.3	- 9.5
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	+ 0.8	-21.3
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 13.8	-23.2
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 48.7	-59.1

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METAL TREATING INSTITUTE

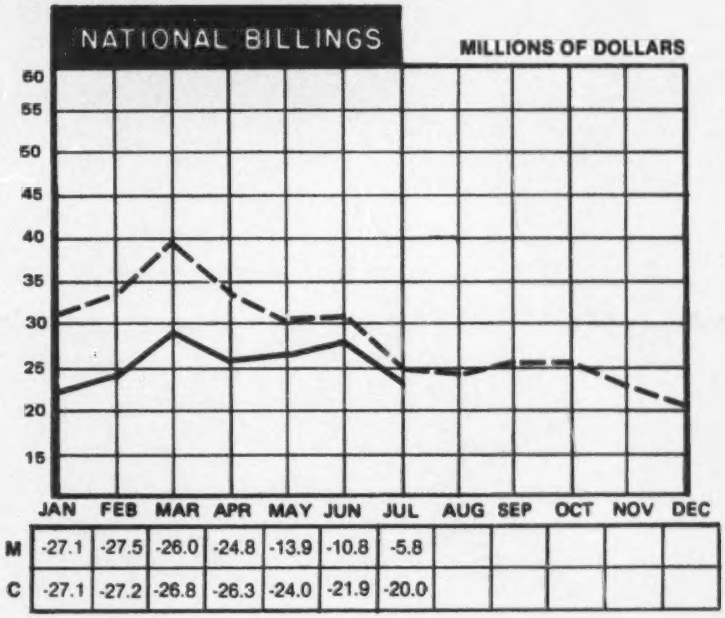
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

JULY 1983

ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	272	196	196	25,357.0	23,875.2	- 5.8	100	100
DIST. 1	16	16	16	1,436.3	1,467.6	+ 2.2	5.6	6.1
DIST. 2	36	30	30	3,750.5	3,742.0	- 0.2	14.8	15.7
DIST. 3	53	35	35	3,620.6	4,043.3	+11.7	14.3	16.9
DIST. 4	31	23	23	3,314.1	3,674.7	+10.9	13.1	15.4
DIST. 5	17	11	11	857.6	945.9	+10.3	3.4	4.0
DIST. 6	47	33	33	4,645.8	4,683.5	+ 0.8	18.3	19.6
DIST. 7	35	23	23	3,872.7	3,337.2	-13.8	15.3	14.0
DIST. 8	26	25	25	3,859.4	1,981.0	-48.7	15.2	8.3
FOREIGN	11							

BILLINGS TO-DATE -IN THOUSANDS			TO-DATE % OF BILLINGS	
1982	1983	%	1982	1983
229,223.2	183,268.8	-20.0	100	100
12,857.2	12,098.4	- 5.9	5.6	6.6
32,647.9	29,430.9	- 9.8	14.2	16.1
31,598.2	29,402.0	- 6.9	13.8	16.0
26,510.8	27,110.7	+ 2.3	11.6	14.8
8,215.8	7,430.8	- 9.5	3.6	4.1
45,809.2	36,046.2	-21.3	20.0	19.7
34,719.1	26,669.4	-23.2	15.1	14.5
36,865.0	15,080.4	-59.1	16.1	8.2



1982 – –
1983 ——

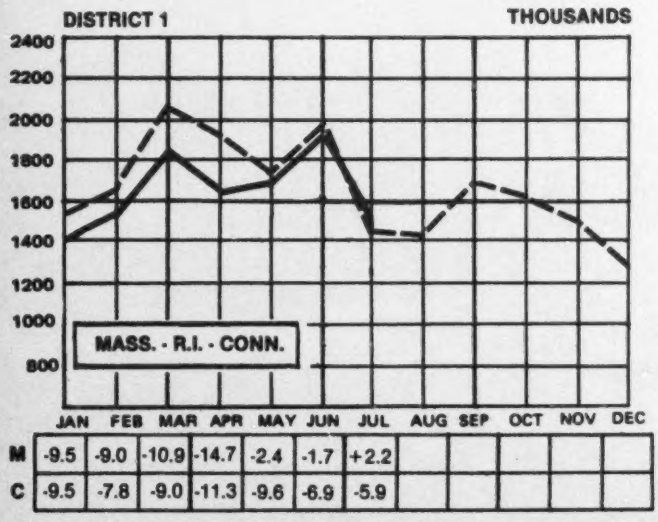
GAIN OR *LOSS*

MONTHLY

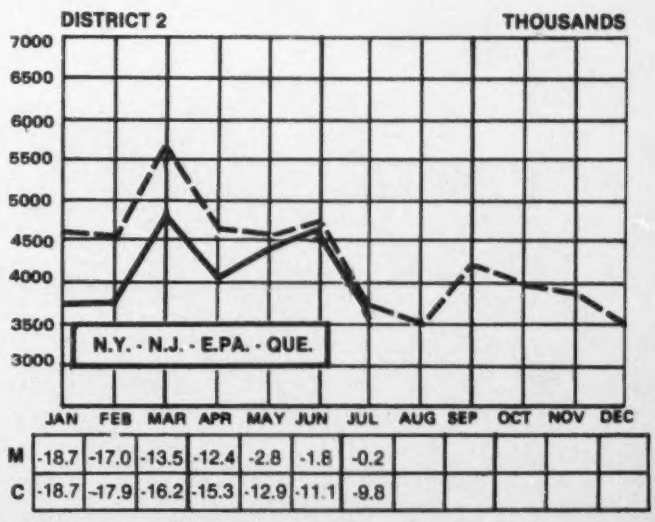
% CHANGE

CUMULATIVE

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.1	-27.5	-26.0	-24.8	-13.9	-10.8	-5.8					
C	-27.1	-27.2	-26.8	-26.3	-24.0	-21.9	-20.0					



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-9.0	-10.9	-14.7	-2.4	-1.7	+2.2					
C	-9.5	-7.8	-9.0	-11.3	-9.6	-6.9	-5.9					



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8	-0.2					
C	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.8					

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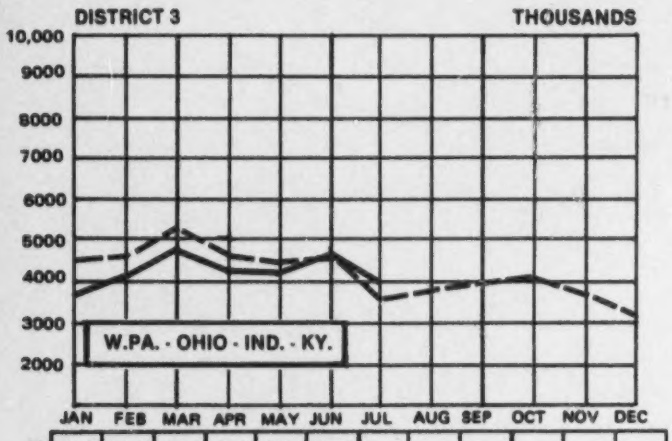
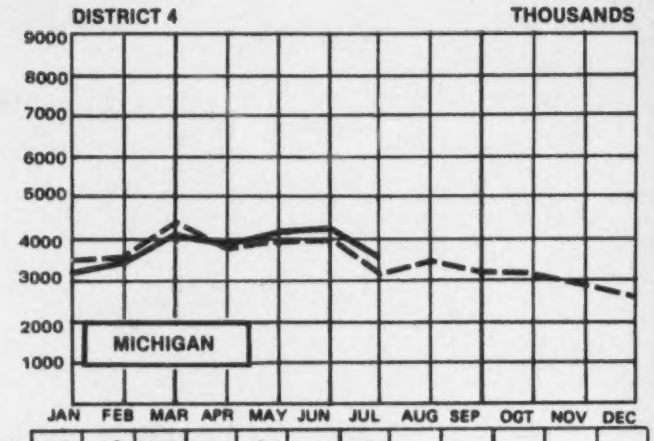
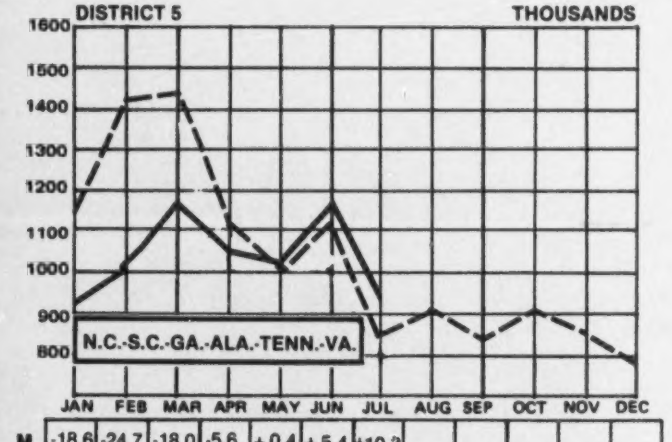


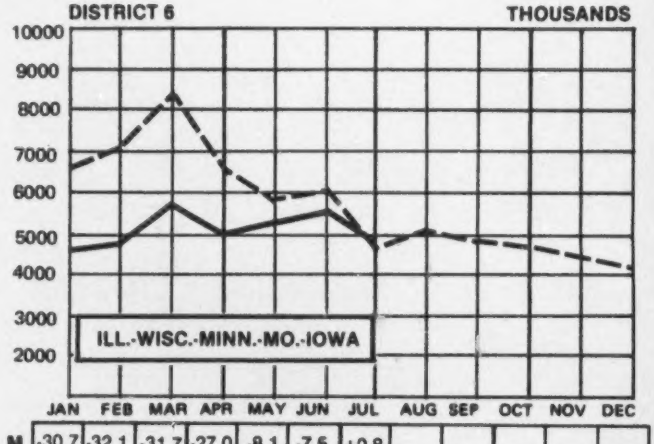
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.2	-13.0	-11.1	-10.8	-7.0	+3.0	+11.7					
C	-18.2	-15.4	-13.8	-13.1	-11.7	-9.4	-6.9					



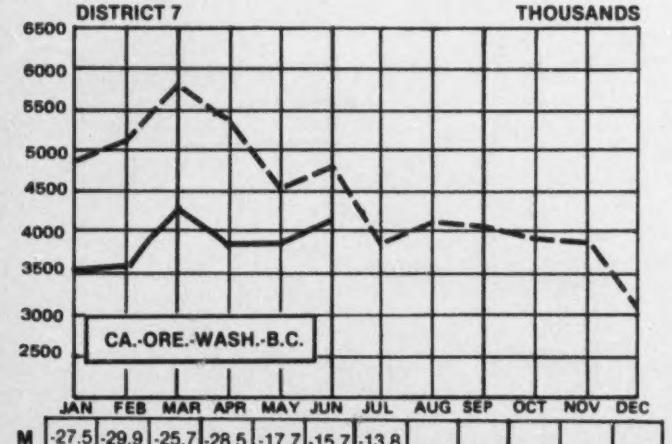
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-1.9	-6.5	+0.3	+9.1	+11.1	+10.9					
C	-9.5	-5.4	-5.8	-4.3	-1.6	+0.6	+2.3					



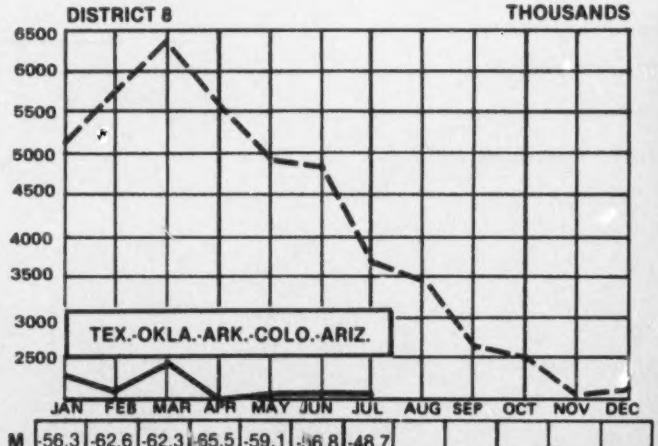
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.6	-24.7	-18.0	-5.6	+0.4	+5.4	+10.3					
C	-18.6	-23.5	-21.5	-18.2	-15.0	-11.9	-9.5					



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-30.7	-32.1	-31.7	-27.0	-8.1	-7.5	+0.8					
C	-30.7	-31.4	-31.5	-30.5	-26.7	-23.8	-21.3					



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.5	-29.9	-25.7	-28.5	-17.7	-15.7	-13.8					
C	-27.5	-28.7	-27.5	-27.8	-26.0	-24.4	-23.2					



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-56.3	-62.6	-62.3	-65.5	-59.1	-56.8	-48.7					
C	-56.3	-59.6	-60.6	-61.8	-60.9	-60.3	-59.1					

JUNE 1983

JULY 1983

10/14/83
A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

ECONOMIC RECOVERY IN FULL SWING FOR COMMERCIAL HEAT TREATERS

Sales for August 1983 amounted to $28,292.6 million as compared to $26,144 million for August 1982 - or an increase of +8.2%. This is the first time the industry has shown a gain for the month since the beginning of the year.

Sales for the 8-month period ending August 31, 1983 amounted to $210,653.9 million as compared to $254,270.7 million for the same period of 1982 - a decrease of -17.2% - continuing the slowly declining year-to-date deficit.

A summary of percentage changes by geographic regions follows:

	Month of August	Year 1983
DISTRICT 1 NEW ENGLAND (MA-RI-CN)	+ 3.6	- 4.8
DISTRICT 2 MIDDLE ATLANTIC (NY-NJ-E.PA-QUE)	+ 17.4	- 7.1
DISTRICT 3 SOUTH CENTRAL (W.PA-OH-IN-KY)	+ 20.2	- 4.0
DISTRICT 4 MICHIGAN	+ 32.5	+ 5.7
DISTRICT 5 SOUTHEAST (VA-NC-SC-GA-AL-TN)	+ 16.1	- 6.8
DISTRICT 6 NORTH CENTRAL (IL-WI-MN-MO-IA)	+ 21.3	- 17.1
DISTRICT 7 PACIFIC COAST (CA-OR-WA-B.C.)	- 4.5	- 20.6
DISTRICT 8 SOUTHWEST (TX-OK-AR-CO-AZ-LA)	- 39.1	- 57.3

METAL TREATING INSTITUTE

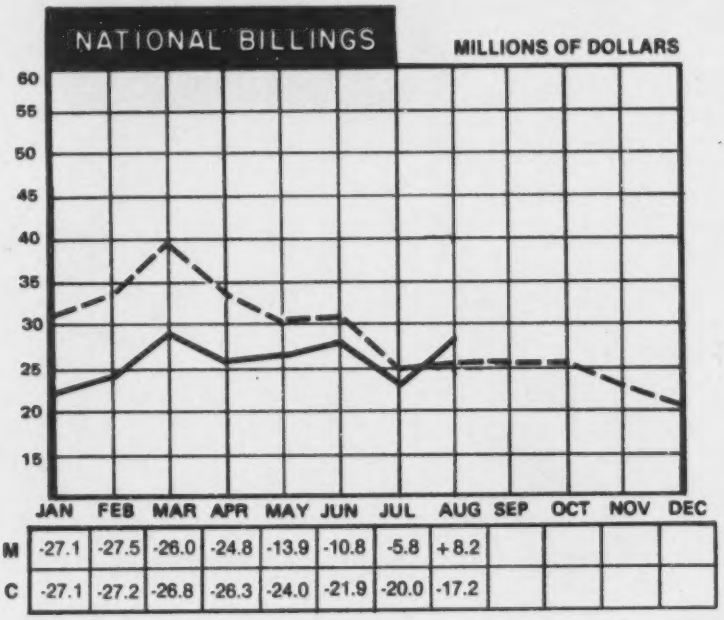
1311 EXECUTIVE CENTER DRIVE, SUITE 200, TALLAHASSEE, FLORIDA 32301

ANALYSIS OF NATIONAL BILLINGS – BY DISTRICTS

AUGUST 1983

	TOTAL MEMBERS	MEMBERS REPORTING		BILLINGS FOR MONTH -IN THOUSANDS-			MONTHLY % OF BILLINGS	
		1982	1983	1982	1983	%	1982	1983
TOTAL	271	195	195	26,144.0	28,292.6	+ 8.2	100	100
DIST. 1	16	16	16	1,630.0	1,688.4	+ 3.6	6.2	6.0
DIST. 2	36	30	30	3,642.1	4,275.3	+17.4	13.9	15.1
DIST. 3	53	35	35	3,825.7	4,596.5	+20.2	14.6	16.3
DIST. 4	30	22	22	3,196.7	4,233.9	+32.5	12.2	15.0
DIST. 5	17	11	11	981.6	1,139.6	+16.1	3.8	4.0
DIST. 6	47	33	33	5,019.3	6,088.1	+21.3	19.2	21.5
DIST. 7	35	23	23	4,306.2	4,112.1	- 4.5	16.5	14.5
DIST. 8	26	25	25	3,542.4	2,158.7	-39.1	13.6	7.6
FOREIGN	11							

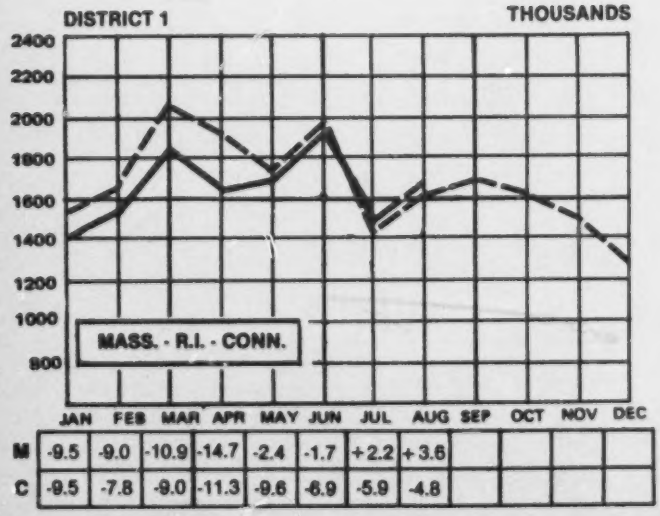
BILLINGS TO-DATE -IN THOUSANDS-			TO-DATE % OF BILLINGS	
1982	1983	%	1982	1983
254,270.7	210,653.9	-17.2	100	100
14,487.2	13,786.8	- 4.8	5.7	6.5
36,290.1	33,706.2	- 7.1	14.3	16.0
35,423.9	33,998.5	- 4.0	13.9	16.1
28,610.9	30,246.9	+ 5.7	11.3	14.4
9,197.4	8,570.5	- 6.8	3.6	4.1
50,828.5	42,134.4	-17.1	20.0	20.0
39,025.3	30,971.5	-20.6	15.3	14.7
40,407.4	17,239.1	-57.3	15.9	8.2



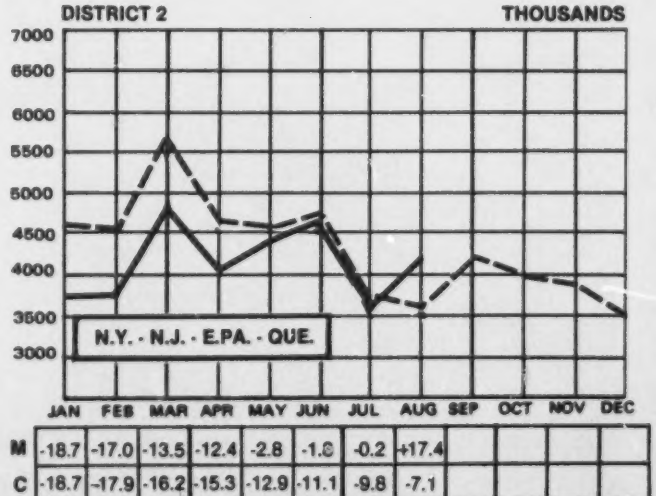
1982 ——
1983 ——

GAIN OR LOSS
MONTHLY
% CHANGE
CUMULATIVE

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.1	-27.5	-26.0	-24.8	-13.9	-10.8	-5.8	+8.2				
C	-27.1	-27.2	-26.8	-26.3	-24.0	-21.9	-20.0	-17.2				



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-9.0	-10.9	-14.7	-2.4	-1.7	+2.2	+3.6				
C	-9.5	-7.8	-9.0	-11.3	-9.6	-6.9	-5.9	-4.8				



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8	-0.2	+17.4				
C	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.8	-7.1				

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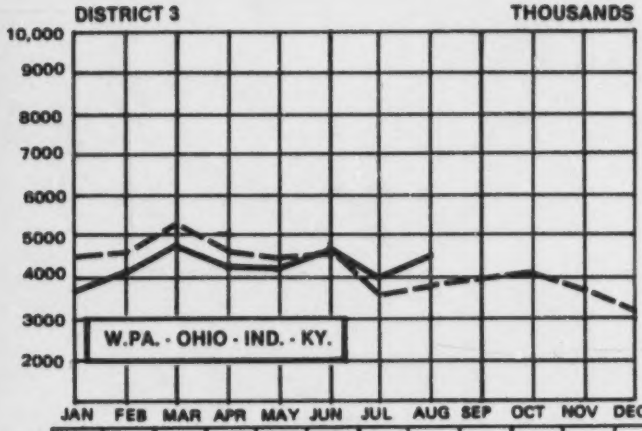
DISTRICT 3

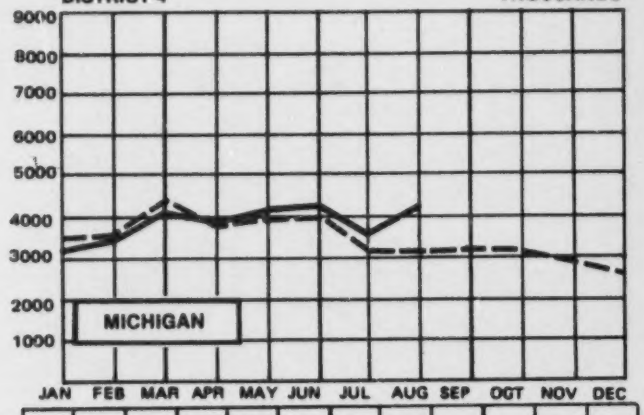
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.2	-13.0	-11.1	-10.8	-7.0	+3.0	+11.7	+20.2				
C	-18.2	-15.4	-13.8	-13.1	-11.7	-9.4	-6.9	-4.0				

DISTRICT 4

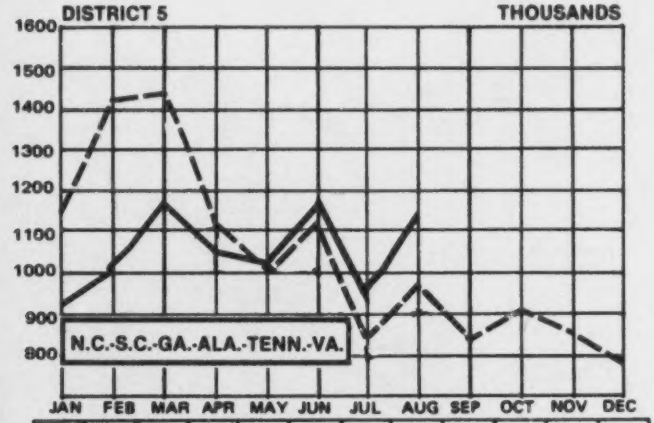
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-9.5	-1.9	-6.5	+0.3	+9.1	+11.1	+10.9	+32.5				
C	-9.5	-5.4	-5.8	-4.3	-1.6	+0.6	+2.3	+5.7				

DISTRICT 5

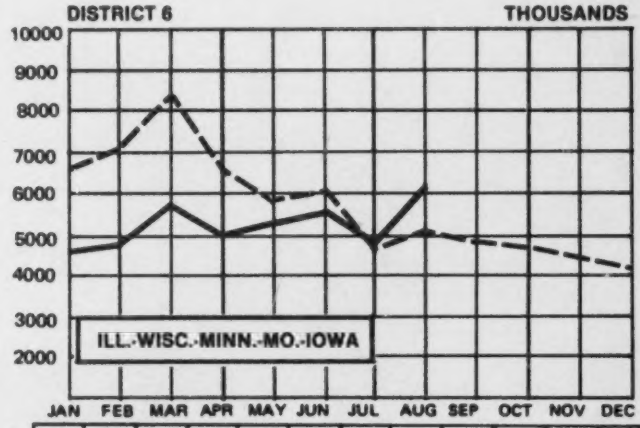
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-18.6	-24.7	-18.0	-5.6	+0.4	+5.4	+10.3	+16.1				
C	-18.6	-23.5	-21.5	-18.2	-15.0	-11.9	-9.5	-6.8				

DISTRICT 6

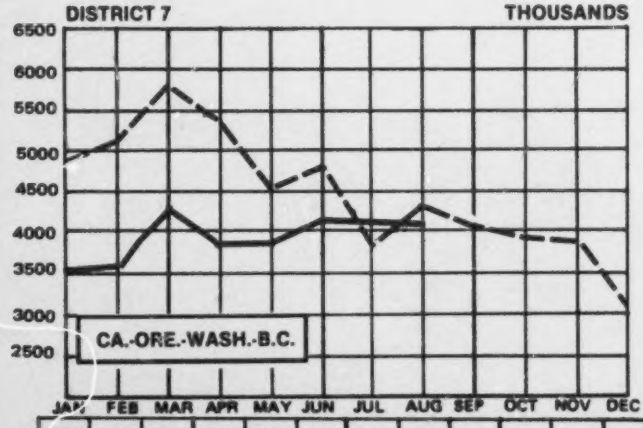
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-30.7	-32.1	-31.7	-27.0	-8.1	-7.5	+0.8	+21.3				
C	-30.7	-31.4	-31.5	-30.5	-26.7	-23.8	-21.3	-17.1				

DISTRICT 7

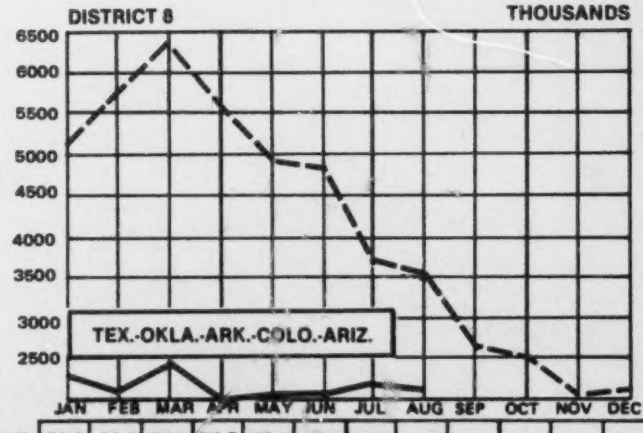
THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-27.5	-29.9	-25.7	-28.5	-17.7	-15.7	-13.8	-4.5				
C	-27.5	-28.7	-27.5	-27.8	-26.0	-24.4	-23.2	-20.6				

DISTRICT 8

THOUSANDS



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
M	-56.3	-62.6	-62.3	-55.5	-59.1	-55.8	-48.7	-39.1				
C	-56.3	-59.6	-60.6	-61.8	-60.9	-60.3	-59.1	-57.3				